

itp means ball and roller bearings

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FINANCIAL TIMES

No. 26,226 Friday November 30 1973 ** 6p

LONGINES

official timekeepers at the Olympic Games Munich 1972

The world's most honoured watch

NEWS SUMMARY

Egypt suspends peace talks after shooting

Egypt last night announced suspension of the 101 talks on the Middle East peace talks, and said it would ask the U.S. and the Soviet Union to intervene.

Cairo spokesman accused Israel of backtracking on proposals and gave a warning that failure to implement the disengagement would endanger the whole ceasefire.

The warning came after a minor outbreak of firing which coincided with the signing of this morning's 101 talks and amid reports that the Israelis were withdrawing a new strong point near the checkpoint.

But Cairo Correspondent says that the gravity of the situation can be measured by statement made yesterday by President Sadat to the Egyptian Press: "How can we sit at the peace conference while the shooting continues, what would be the purpose of talking to people who do not respect the resolutions they have signed?"

A statement issued by the Egyptian spokesman in Cairo last night said President Sadat's Government had decided to stop the talks because of "Israel's continued elusiveness" over the withdrawal of forces to the positions held on October 22.

Previously, disengagement to these lines was called for by a UN Security Council resolution.

Withdrawal to them was included in the six-point agreement signed on November 11 before the talks at Checkpoint 101 began.

Major-General Aharon Yariv, Israel's chief representative, said last night that the negotiations had ended in deadlock over the question of mutual territorial concessions by the two countries. He added, however: "I assume that our talks will continue."

It was not immediately clear whether he was speaking with prior knowledge of the Egyptian announcement about a suspension of the talks which began on November 11.

Truce broken, Page 8

100 die in Japanese shop fire

At least 100 Christmas shoppers died and about 77 were injured in a fire swept through a department store in Southern Japan.

Dozens more escaped by leaping to the roof of the eight-story building where they were trapped by helicopters.

Authorities blamed inflammable decorations for the spread of the fire.

Nixon aware of tape gap

President Nixon knew as long as weeks ago of the 11-minute gap in the 18-minute blank in one of the Watergate tapes, his chief counsel, Mr. Fred Buzo, said.

Mr. Buzo said that Mr. Nixon was aware of the gap when he signed the order to release the tapes.

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London prizes soar

Money for next year's London championships has almost doubled from £2,400 to £4,800.

The All-England club surpassed even this year's Open—until now the world's most important tennis tournament.

The men's singles prize will receive £10,000, the ladies winner £7,000.

The club has resisted sponsorships and will raise the money by raising admission charges.

Barrett, Page 14

Billion inquiry

One of the five men accused of the £100 million silver bullion heist were found guilty at the Bailey.

They are to be sentenced to life in prison.

The inquiry into the heist of nearly 100 silver bars from the headquarters of the Bank of England during the raid.

Police ration

Police who failed to break open a safe at a sub-post office in New South Wales, stole petrol coupon books.

Page 9

Jefferys

Mr. Douglas-Ham, Foreign Secretary, has been asked to be president of the NATO council for its 25th anniversary.

Page 25 and Lex

EF PRICE CHANGES

in pence unless otherwise indicated

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Inv. & Prop. 114 + 5

Fisheries 98 + 6

Factories Services 152 + 6

Stores 163 + 7

Builders 128 + 10

Investors 117 + 5

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WORLD TRADE NEWS

Nippon Seiko may choose Holland for new plant

BY CHARLES SMITH, FAR EAST EDITOR

NIPPON SEIKO KAISHA, the Japanese ball bearing manufacturer which has been planning to invest in the U.K., has been offered a subsidy by the Dutch Government which could well cause it to divert its investment to the Netherlands.

The Dutch offer is believed to be worth around £1.5m., or roughly 20 per cent of the estimated value of the Nippon Seiko project.

Normally the Netherlands subsidises incoming foreign investments in development areas up to a maximum of £1.5m. or 10 per cent of the total cost. Its offer to Nippon Seiko is roughly equivalent to the investment grant the Japanese company could expect to get if it located its plant in a U.K. development area but this could be enough to tip the balance in favour of the Netherlands.

Nippon Seiko at present exports about £20m. worth a year of ball bearings to the EEC but hopes to increase its stake in the European market by establishing a local plant which would operate from outside the Common Market tariff barrier.

The U.K. is the company's third largest market in Europe, coming well behind West Germany and France but this is, in part, a reflection of the "voluntary restraint" observed by the Japanese ball bearing industry on exports to Britain. A

Direct investment between Japan and the U.K. is to be the subject of high level official talks next week when a mission from the Department of Trade and Industry visits Tokyo. The mission is headed by Mr. Peter Carey, a Permanent Under-Secretary at the DTI and includes Mr. A. J. Lipsett. The DTI officials will be discussing U.K. investment in Japan as well as Japanese investment in Britain and may go into details with their Japanese counterparts on specific projects as well as talking about general principles. These projects could include the involvement of Japanese companies with Shell and BP in North Sea and overseas oil exploration.

Japan's automobile exports down

TOKYO, Nov. 29.

JAPAN EXPORTED 170,784 automobiles in October, a 1.2 per cent drop over a year ago, the Japan Automobile Manufacturers' Association said today.

The Association said the drop was due to oil and power supply cutbacks which have forced car manufacturers to reduce production and slow down the speed of freighters carrying their cars abroad.

The October figure was up 4.6 per cent from September of this year, the Association said.

Passenger cars, accounting for 11,205 of the exports, were down 7.3 per cent from a year earlier. Trucks, comprising 53,341 of the exports, were up 16.6 per cent, and 733 buses were down 8.7 per cent.

Motorcycle exports for October were 3.3 per cent lower than in September of this year, but up 1.3 per cent from October, 1972.

UPI

Swedish paper sales to U.K. rise 20%

BY LORNE EARLING

SHIPMENTS OF paper and board to the U.K. from Sweden increased by 20 per cent in the first nine months of this year, according to figures released yesterday by the Swedish Pulp and Paper Association.

The marked increase over the same period last year is similarly reflected in overall production and exports, and the flow of orders has remained high throughout the period.

Shipments of paper and board to the U.K. amounted to 610,000 tons in the nine months, of which 180,000 tons was kraft paper and 100,000 tons newsprint. Exports to both Germany and the U.K. rose by 20 per cent.

In the first three-quarters there were steep rises in both production and deliveries, with a rise of 22 per cent in the output of market pulp.

The association said: "In all, the pulp industry produced in the period 3,689 tons of chemical and mechanical pulp intended for marketing. Production in the paper industry rose at the same time by 16 per cent to 3,539 tons."

Exports of pulp to the U.K. showed an increase of 60,000 tons to almost 500,000 tons of chemical pulp. The increase in the paper industry rose at the same time by 16 per cent to 3,539 tons.

"The increased resources for the production of paper and board have been fully utilised deliveries of ships last year. For 1973 this figure is estimated at 69 per cent, and for 1974 at 77 per cent of paper and board qualities cent.

Joint marketing companies seen as cartel agreements

BY A. H. HERMANN

THE CEMENT industry of Lower Saxony has been prohibited by the Federal Cartel Office from implementing agreements channelling the sales of cement through a joint distributor.

The importance of this decision, and of its testing before the German courts which can be expected to follow, is in the fact that the Cartel Office in this case for the first time used the possibility of prohibiting agreements "on objective grounds" without claiming that the parties to the agreement had any intention of contravening the Cartel Law or that they acted negligently.

Such a decision could previously only be made by the Cartel Office in quasi-judicial proceedings when imposing fines for a clear infringement of the law. The revised Cartel Law opened the possibility of testing marginal cases in courts by an administrative decision of the type used now against the cement industry.

The outcome of the case will be of considerable interest to all companies whether German or foreign which agree on establishing or using in Germany a joint distributor. They seem to be now exposed to the risk of having their agreements prohibited even if there was no intention of securing exclusivity either way or to fix prices.

The problems involved are

well illustrated by the background of the present case. Activities of such a joint marketing company in Saxony revealed that all producers supply it with cement, but these were disallowed by the Cartel Office and had to be given up in 1967. The industry then proceeded to form joint marketing enterprises in which were free to deal with all cement producers without any restrictions and could therefore keep within the competition rules of the law.

These regional marketing organisations operate either as commission agents, selling at different prices charged by their principals, or, they operate as distributors on their own account, reselling at their own price. It is this second type of marketing enterprise which has attracted the unfavourable attention of the Cartel Office. The Cartel Office claims that industries.

SHIP DELIVERIES INCREASE 13%

By John Walker

STOCKHOLM, Nov. 29.

DELIVERIES OF ships from Swedish yards are expected to total just over Kr.2,600m. (£360m.) in 1974, up 13 per cent on 1973, according to the Central Bureau of Statistics.

The delivery value for 1973 is estimated at Kr.2,212m. and represents a 35 per cent increase on the figure for last year.

Foreign orders accounted for 70 per cent of the total value for deliveries of ships last year. For 1973 this figure is estimated at 69 per cent, and for 1974 at 77 per cent.

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Let's all make a genuine effort to save fuel on the road. Let's see how close we can get to that 13 million gallons!

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1. Keep your speed down at all times. Fast driving uses unnecessary fuel. So don't exceed 50 mph even where it's allowed. A reduction to 50 mph on motorways can lower fuel consumption by 30%.

2. Fast getaways and sudden braking use up extra fuel. Use the accelerator as gently as possible and brake smoothly. It makes better driving sense anyway.

3. Offer a lift to a friend or neighbour. Try to organise a rota or pool in your neighbourhood or where you work.

Savings at home.

Do everything you can to economise on your central heating, fires, room heaters, hot water and lighting. And remember

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Issued by the Department of Trade and Industry for H.M. Government.

Straits Steamship bid for Mansfield succeeds

BY OUR OWN CORRESPONDENT

SINGAPORE, Nov.

MINORITY SHAREHOLDERS in the Straits Steamship Company, also chairman of the Singapore Overseas-Chinese Banking Corporation, had earlier tried through representations to the local Securities Industry Council (SIC) to delay the EGM on the grounds that they had not had enough time since Monday to absorb recent announcements. The group objected to the purchase mainly because it was in effect a reverse takeover putting Steamship under the control of Ocean Transport and Trading, down to work and to spin the vendor, achieved without offering the minority group a premium over Steamship's market price or giving it any choice over the matter.

Minority shareholders further charged that the proposed \$585m. acquisition of Mansfield and Centaur was based on a valuation of Mansfield assets at market value while Straits Steamship assets were valued at book value. The Board, how-

ever, chaired by Mr. Eric the Straits Steamship Company, here were overruled to-day at an extra-ordinary general meeting. International Chamber of Commerce, has insisted on the purchase of Mansfield and the Mansfield cruise and cargo vessel Centaur.

The minority group, which included the powerful local Overseas-Chinese Banking Corporation, had earlier tried through representations to the local Securities Industry Council (SIC) to delay the EGM on the grounds that they had not had enough time since Monday to absorb recent announcements. The group objected to the purchase mainly because it was in effect a reverse takeover putting Steamship under the control of Ocean Transport and Trading, down to work and to spin the vendor, achieved without offering the minority group a premium over Steamship's market price or giving it any choice over the matter.

Ocean will now hold 54.2 per cent of Steamship, by virtue of the issue of 14,455m Steam shares at \$4.22 each to Ocean. The acquisition will also take on a market value while Straits Steamship assets were valued at book value. The Board, how-

BRITISH EXPORTS

● Hawker Siddeley Brush, a cloning of its first set last in Australia has won repeat orders totalling almost 400,000 h.p. worth nearly \$3m. for two generating sets totalling 11.2MW. One set is to be supplied to Alice Springs power station, the other to the mining company, Comalco. Both sets, rated 5.6MW, comprise Blackstone KV16 major engines coupled to AC generators from Brush Electrical Machines, of Loughborough.

The generating set for Alice Springs is the third of its type to be installed in the new power station and was ordered by the Department of Works, Northern Territory. This follows the completion ahead of schedule of a contract with the department for two earlier 5.6MW sets.

Comalco has ordered its second KV16 major set for mining operations in Welpa, Queensland, crushing screening and silt following the successful commis-

● Hymac, makers of all-hydraulic excavators, excavator loaders, wheel loaders, part of the Duffryn Group, have won a order from Manubet, the French-based sole Hymac distributor in France.

● Frederick Parker, Leicester manufacturers machinery for the concrete industry, has won more than £1.25m. worth of orders from Far East for fixed and mobile operations in Welpa, Queensland, crushing screening and silt following the successful commis-

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AMERICAN NEWS

U.S. warned of economic downturn next year

BY PAUL LEWIS, U.S. EDITOR

WASHINGTON, Nov. 29

THE NIXON Administration believed that the Administration would be fully successful in its efforts to cover the shortfall in economic growth rate may be 2 per cent. next year to 1 per cent. as a result of the Arab oil embargo and that employment is likely to rise nearly 6 per cent.

These are the first official estimates to be released by the administration of the country's economic outlook since the Arab oil embargo cut off oil supplies and they were issued by the chairman of the President's Council of Economic Advisors, Dr. Herbert Stein.

At his Press conference this morning, Dr. Stein said his predictions were based on the pessimistic assumption that the embargo lasted all next year, as on the more optimistic

belief that the Administration would be fully successful in its efforts to cover the shortfall in economic growth rate may be 2 per cent. next year to 1 per cent. as a result of the Arab oil embargo and that employment is likely to rise nearly 6 per cent.

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Argentina, Paraguay sign dam treaty

By Hugh O'Shaughnessy

THE TREATY committing Argentina and Paraguay to the construction of the \$1,000m. Apipé Yaciretá hydro-electric scheme on the Paraná River is to be signed by General Alfredo Stroessner of Paraguay and Vice-President Juan Estrella Martínez of Peru for Argentina in Asunción, the Paraguayan capital, on Monday.

The scheme will have a generating capacity of 3,300 k.w. It will be started in 1976 and will be completed by 1980. It will embrace a lock system to facilitate navigation on the river and should aid flood control and irrigation in the region. It will be a powerful boost to depressed northern areas of Argentina.

Formal agreement on the scheme, which had been agreed in principle between the two countries some years ago, had been held up because of Paraguay's objections that more of her territory would be flooded than Argentina's.

Paraguay is expected to export the major part of her half-share in the power generated to Argentina for hard currency. Paraguay is already exporting power from the Acaray hydro-electric scheme to Brazil and Argentina and will also be selling much of her share of the power produced by the giant Itaipú installation being built as a joint venture with Brazil on the Paraná upstream of Apipé-Yaciretá.

Argentina is hopeful of getting Paraguayan agreement for the joint construction of another scheme, the Corpus project on the Paraná between Itaipú and Apipé-Yaciretá.

BOLIVIA FORCES CHIEFS SEEK ELECTION DELAY

By Hugh O'Shaughnessy

The political position of General Hugo Banzer, President of Bolivia since the coup of August 1971 in which he toppled his comrade-in-arms General Juan José Torres, deteriorated drastically yesterday when the army and air force commanders demanded a postponement of the general elections. President Banzer had promised for next month that the Movimiento Nacionalista Revolucionario of ex-President Víctor Paz Estenssoro, one of the two civilian parties taking up the Banzer administration, withdrew its support and announced it was going into active opposition against the Government.

Earlier this week, President Banzer took the finance portfolio from the MNR in a Cabinet reshuffle.

The army chief, General Carlos Alcocer, and the air force chief, General Oscar Adriazola, said that Bolivia was not ready for a return to democratic processes.

EPA keeps to lead-free timetable

BY GUY DE JONQUERES

NEW YORK, Nov. 29

THE FEDERAL Government has decided to stick to its timetable for reducing the lead content in petrol, despite objections by the industry that it will aggravate oil shortages.

Under a rule definitively adopted by the Environmental Protection Agency yesterday, leaders must lower the lead level in an average of 2.3 grammes per gallon of petrol to 1.7 grammes by the start of 1975 and further reduce it in stages to grammes by the start of 1979.

All refiners have been allowed slightly longer timetables. Petrol is being reduced during the winter process to increase its antiknock rating. The oil industry protested that the changes

required in refinery operations to meet the EPA rule will be extremely expensive and that considerably more crude will be needed to produce low-lead petrol than the kinds currently on sale.

One major manufacturer of leaded compounds, Ethyl Corporation, has gone so far as to threaten legal action in an attempt to have the rule reversed, challenging the EPA's contention that lead emissions from car exhausts are harmful to health.

Beyond health considerations, the EPA's decision was taken with an eye to the planned introduction of catalytic converters on 1975 model cars. Lead in petrol can prevent platinum

catalysts in the converters from performing their intended function of breaking down carbon monoxide and hydrocarbons in exhaust emissions.

Meanwhile, the Senate Public Works Committee has rejected a demand by the motor industry that the exhaust standards in force for current 1974 model cars be extended to the following model year and has insisted that catalytic converters be fitted to 1975 models as planned.

However, the committee did grant a concession to the industry by ruling that the 1975 standards be left in force for 1976 model cars, instead of being made even stricter, as originally planned.

Widespread strikes in Grenada

BY OUR OWN CORRESPONDENT

BARBADOS, Nov. 29

THE second time this year, business life in Grenada, the tiny Associated State in the West Indies, has been brought to a virtual standstill by widespread protest strikes against the Government's policies.

In May, the strikes were called back demands that the Government postpone plans for seeking independence from Britain.

In certain constitutional matters secured at talks in London, the protests were stepped and the British Government agreed to grant the 132-acre island full independence on February 7.

The latest strikes follow the

arrest of six members of the opposition New Jewel Movement (NJM) and alleged police brutality against them.

The NJM, a comparatively new group comprised mostly of lawyers and teachers, has no parliamentary representation. It claims three of its arrested leaders were brutally assaulted by the so-called police aides of the Premier, Mr. Eric Gairy.

They are now in hospital.

Although Mr. Gairy agreed in a radio broadcast at the weekend to disband the police aides and to establish an independent commission of inquiry into the island's state of affairs, the accused several times refused to appear before a chamber of commerce, hotel

association and professional associations are demanding more.

They want details of how the police aides will be disbanded and some are calling for disciplinary action against the most violent members.

The police aides were established by Mr. Gairy three years ago and recruit include several men with criminal records, a fact admitted by the Premier, who declared at the time: "It takes a thief to catch a thief."

They have become much feared locally and have been accused several times of using harsh violence against political opponents of Mr. Gairy.

ALL STREET

The shell-shocked investors

BY NICHOLAS COLCHESTER, U.S. FINANCIAL CORRESPONDENT

A little over a month ago the New York stock market, as assured by the venerable Dow Jones index, was in a state of historical perspective. It was a complete bear market, left professional investors America somewhat shell-shocked. In Europe it has, by accounts, been ridiculed as an over-emotional reaction to an angry shortage from which it seems relatively insulated.

In Wednesday the market tumbled up a sudden 20 points and a murmur of "market bottom" was heard up and down Wall Street. But this is no time to bet predictions for the New York stock market. There is no rational way in which the potential ramifications of the Arab oil embargo can be discounted.

Since the U.S. they could, according to some economists, lead to a recession. Outside the U.S. they could clearly play havoc with the European arms of the American multi-national companies. Beyond that they do pose a threat to world peace and make the question of investment strictly unreal.

Furthermore the behaviour of Wall Street markets in the past few days has inspired confidence. All the features of this market—domination by the institutions, its abandonment by the public, its incestuousness, its openness to the media, its apparently combined to make it a thoroughly uncomfortable place in which to invest.

Wall Street thus promises to be a place in which to invest. It is when the outlook for the future is assessed with any clarity.

Under these conditions there is no way in which the market's decline can be justified.

It can perhaps be explained some extent by looking back at a disquieting year for Wall Street and for America as a whole. The market started the year on a wave of post-election euphoria. President Nixon, the incoming President, was elected in the White House.

Boys were back from Vietnam. The economy was booming. The mood soon gave way to one of concern over rising interest rates, over the dollar, and over an inflation rate that rapidly led to public outcry. In April the market moved suddenly on the market moved

inexorably downwards on list the volume. By the time the Dow Jones index had just collapsed 21 per cent. from its January high of 1967, but this was an understatement of the market's real despondency. The unweighted index of stocks on the New York exchange bottomed in July down 32 per cent., while the equivalent for the smaller companies that are quoted on the American Stock Exchange was down 38 per cent.

During the dismal summer, public attention was focused on the investing power of pension funds and other institutions. Are the institutions wrecking Wall Street? asked the cover of Business Week, and the institutions were promptly established as convenient villains in a market that had been split into two camps of optimism and pessimism. The optimists were of the glamorous enterprises like IBM, Xerox, and Polaroid, the other of the stocks that form the basis of the U.S. economy and in a stockbroking business that was losing \$50m. a month.

By September the economic forecasts for 1974 were beginning to crystallise. The consensus saw a "soft-landing" for the U.S. economy from its heady boom. The word was put about that certain sectors of American industry—cement and paper, for instance—were running at peak capacity and would continue to show profit growth next year. Then money market cognoscenti reported that the Federal Reserve Bank was showing signs of monetary ease. A buying wave was triggered.

This sudden surge of bullish sentiment, bolstered by interest from abroad, took the Dow index up 18 per cent. and the New York Stock Exchange unweighted average up 19 per cent. The glamour stocks behaved relatively poorly over this period and so it seemed that the irrational amount of premium attached to the super-growth stocks was being eroded.

On October 6 war erupted in the Middle East and within a week came the first brandishing of the Arab oil weapon. Obsessed with its new optimism the market blithely ignored these grim developments and it was not until the end of October that the full seriousness of the situation penetrated investment thinking. Helped by the near-collapse of his special prosecutor, this sent stock prices into a nose dive from which they bounced so suddenly on Wednesday.

The oil crisis has hit the U.S. economy at a sensitive moment. It has just as the economic powers—that is, grasping fiscal and monetary controls that are elastic in their influence and delayed in their action, are trying to ease America out of its recent boom without stifling it. Before the Arab-Israeli war the consensus forecast was for a real growth in the U.S. economy next year of 3 per cent. after subtracting an inflation deflator of a little over 5 per cent. The best that economists are now hoping for is unchanged "real activity" in the economy next year and an inflation figure of nearer 7 per cent.

Estimates of corporate profits, figures closer to the stock market's heart, were for a drop of about 5 per cent. before the oil problem loomed. To-day the optimists are talking of a 10 per cent. shortfall and the pessimists of 15 per cent. A 15 per cent. drop in profit has only been seen three times since the Second World War. Part of the problem of coming up with such estimates is that the U.S. is already very dependent on successful overseas operations for the overall profitability of its companies. In 1972 the American multi-national companies earned an estimated \$12,000m. from overseas operations compared with industry's total profit that year of \$54,000m. No geographic breakdown of this foreign profit is available and it is hard to get any idea of what the impact of the oil embargo on these profits will be.

But aside from the impact of the oil embargo on 1974 there is a longer term effect that has subjected the stock market to a degree of "future shock." There have long been insistent voices warning that America would face an energy crisis by 1980. They have been ignored, partly because they were often voices from within the oil industry. Now, suddenly, Wall Street has been brought face to face with this crisis and heard the unpleasant measures that are needed to combat it. They threaten a whole life style, for if American prosperity can be quantified it is best expressed in gallons of gas and kilo-watts of electricity.

The biggest company in America makes motor cars and has been caught quite off-balance by this oil problem. It is shutting down its plants. It is holding the biggest inventory of unsold cars in its history, and its stock is trading at 50 with a dividend yield of 10.5 per cent. It used to take a landslide in the market to move the price of

GM by 1 point. Last week it dropped over \$2 in a single day on undramatic turnover.

Behind the immediate oil trauma in this market there lies a more fundamental shift in the yield that investors expect from equity investments. Over the past 14 years yields on long-term corporate bonds have broadly followed the rise in the GNP deflator (the inflation rate), climbing from around 4 per cent. to 7.5 per cent. It is completely logical that the price-earnings ratio of the overall stock market should also have shown a general decline over that period. In the early '60s the Dow moved in a price-earnings range between 19 and 14, and since then the upper and lower limits of this range have moved progressively lower as bond yields have risen.

To-day's range appears to be between 10.5 and 15 and given that the long-term outlook for inflation and bond yields is for a long-term interest rate approximately at to-day's level, no marked upshift in this valuation range appears to be in sight.

Earnings

This year the earnings on the 30 stocks in the Dow will be between \$80 and \$85. If next year they are \$75, then the one should expect the Dow to trade in a range between \$60 and 1,150. This would imply that the market is now at the bottom end of its likely trading range unless the oil situation develops into a much more serious threat to the profitability of American industry.

Such a glib assessment of the logical trading range for the Dow takes no account of the asset value that must provide some underpinning for the ultimate low in a company's stock price. When prices fall as low as they stand in New York to-day the values attached to stocks by the broad mass of investors, who look for return (or discounting of expected return), are very different from those attached by the industrial predators who know a fat balance-sheet when they see one. For the latter this market may be the buy of a decade precisely because in buying a company they free themselves from that market and all its imperfections. For the former, the decision to buy a share is also a decision to buy Wall Street and, to make things worse, Wall Street in the middle of an oil crisis, it only dimly understands.

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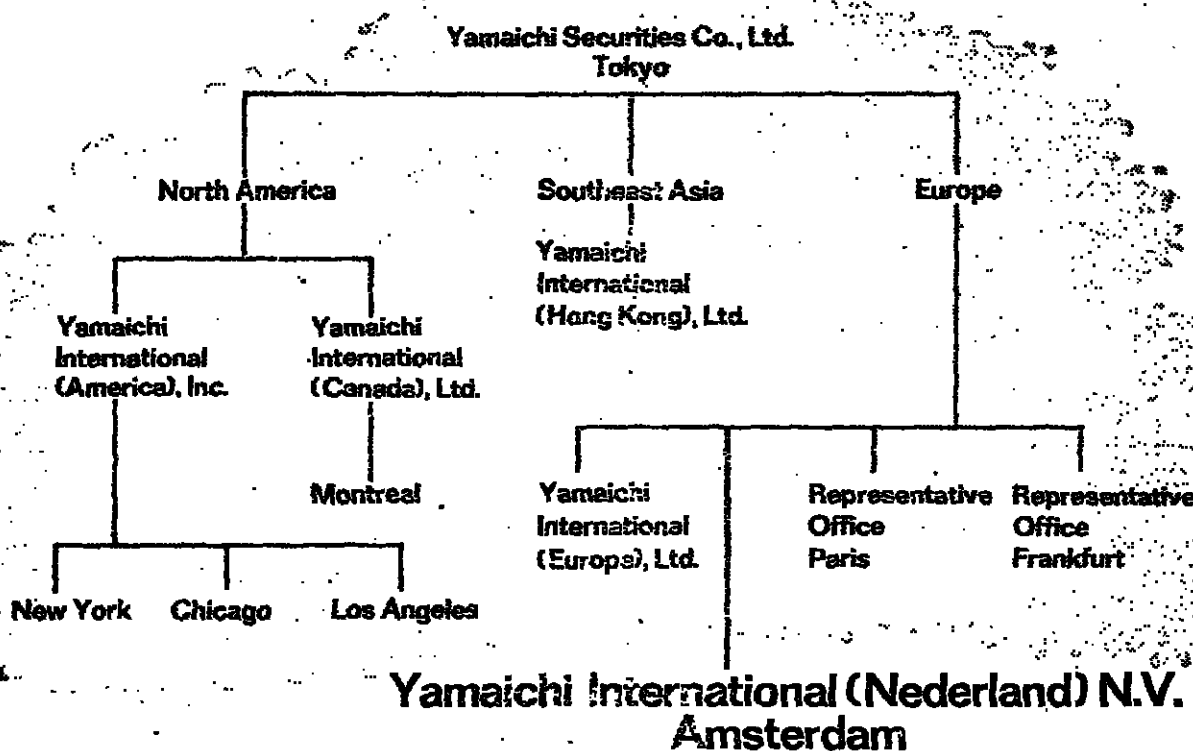
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EUROPEAN NEWS

Franco-Soviet relations grow cool

BY RUPERT CORNWELL

FRENCH RELATIONS with the Soviet Union have taken a distinct turn for the worse in recent weeks. This follows the unflattering remarks in Paris on the role of the Superpowers in the Middle East conflict, and the ensuing greater keenness shown here for political and defence co-operation within Europe.

The most tangible result of the new mood is that President Pompidou's planned trip to Moscow in January 1974 could well be postponed. The Elysee Palace was stoutly maintaining to-day that the visit will go ahead as scheduled, but diplomatic circles here are increasingly sure it will be delayed, perhaps indefinitely.

Soviet friendship with France has always been more brittle than the pomp surrounding meetings between leaders of the two sides would suggest. Its present irritation is scarcely surprising and has been clearly shown by the Soviet Press.

An article yesterday in the Literaturnaya Gazeta, widely reported here to-day, sharply criticised the "hostile remarks" to be heard in Paris on strengthening friendship with Socialist countries, an unmistakable reference to M. Pompidou's continuing opposition to the troop cut talks in Vienna.

However the call of M. Michel Jobert, the Foreign Minister, for greater use of the WEU for defence discussion in Europe has also provoked their ire. Although Western observers found his remarks typically and disappointingly vague, the Kremlin ideologists appear to have suffered no such confusion.

Russian commentators have fastened on the fact that the WEU is a body founded at the height of the cold war, and argues that M. Jobert's suggestion that its role be extended is thus a direct blow to the growing détente between East and West.

But Moscow will also not have appreciated the scathing attacks on the global condominium of the two Superpowers—emphasised by Europe's manifest impotence in the Middle East—that have come from both the French President and his Foreign Minister in recent weeks.

The Kremlin has always been happy with an independent French stance in as much as it

allowed for a reasonably close relationship with one of the most influential members of the Common Market. However, a Community that showed signs of forging a political unity—and ultimately a common defence policy—is anathema to Soviet foreign policy.

French worries in fact do not date just from the Middle East war, but were clear immediately after the Nixon-Brezhnev agreement this summer. The Soviet leader's stopover on the way home in Paris did not allay French fears that far-reaching decisions had been taken over Europe's head.

It is, of course, possible that the likely delay in the January summit for technical reasons—Mr. Brezhnev, it is understood is due in Cuba at the start of the month—and the Russians are likely to value their ties with Paris sufficiently to tread comparatively warily.

However observers here are already pointing out that the turn of events, and the fundamental reasons behind them, are a clear sign that the De Gaulle inspired policy of the lone wolf is increasingly unworkable.

● Our East Europe Correspondent writes:

Whether or not President Pompidou's trip to Moscow is postponed, Soviet policy is already in trouble. Russians appear to have underestimated West European reaction to the Washington Moscow rapprochement and now witnessing the consequences of this mistake in Europe.

Although the Soviet Press continues to attack the European political integration, there are signs that Russian policy has shifted from a frontal attack to a policy of winning the confidence of Europeans and reducing impetus towards unification that way.

The fact that the Russians have invited over Sir Douglas Home, the Foreign Secretary, this week and three days of talks indicates they now want to forge expulsions of 1971 and building up trust again. Chancellor Brandt's increasing disenchantment with Europe is may turn out to be a boon for the moment, only major EEC country willing to listen to Moscow.

Britain and France hold up EEC shipbuilding plans

BY REGINALD DALE, COMMON MARKET CORRESPONDENT

BRUSSELS, Nov. 29.

BRUSSELS Commission plans for revitalising the Common Market's shipbuilding industry, points to be taken into account before a decision is made. These would include an analysis of world shipping trends, relations with Japan, an assessment of supply and demand inside the Community and possibilities of closer co-operation between European yards.

The Commission to-day said it will seek to prolong current Community regulations on shipyards for three months into next year, so that the new directive limiting state aids can come into force on April 1. But all the nine member states except the Netherlands have said that decisions on shipbuilding should be put off for at least six months, and France wants the present system extended for a year until the end of 1974.

France has attacked the Commission's plans, announced at the end of last month, for falling to take account of the real problems

facing Europe's shipbuilding industry. The French say they will produce their own list of aids it currently grants to the U.S. Marathon company for the construction of oil rigs on the Clyde, which have already been challenged by the Commission.

The Commission proposal for next year is that construction subsidies for ships should be limited to no more than 5 per cent. of the order price. The figure would be reduced to 4 per cent. for ships ordered in 1975, after which the commission is to make fresh recommendations.

At the same time, restrictions would be placed on interest rate subsidies granted on the sale of ships, and aids to any investment of over \$1.7m. would have to be notified in advance to Brussels. The aim would be to steer new investment into projects that would make the Community internationally competitive, as part of the Commission's overall plan to revitalise European shipbuilding industry within the coming four years.

BRUSSELS, Nov. 29.

THE EUROPEAN Commission has gone some way towards ending French attacks on the regional aid privileges. By Britain now enjoys the British satisfaction it is pursuing that there should be no aid given in the development and special development areas before the end of 1974.

The dispute has already moved into the discussions of proposed EEC Regional Development Funds from which France hopes to draw major benefit. France, which is not keen on a generous EEC regional policy, has argued that when decisions on the proposed fund member states should commit themselves to limiting ceilings on state aid in industrial development areas of the Community.

At the moment, the member states only have an agreement to limit state aids to 20 per cent. of net investment in the "called central" areas of the EEC. When Britain had to the system last July, the European Commission, which sole responsibility in the matter exempted all her special development and development areas from the ceiling, and left it "unclassified".

France and a number of other countries have attacked the decision for being far too generous towards Britain, commitment now requires would evidently tie the hands of the Commission and member states in any future arrangements.

The Commission has also said that the present system would only be transitional, that it would make new proposals for the whole Community a year, to come into effect January 1, 1975. In a communication sent to the member states to-day it continues to insist on that date.

But it also asked them to come down in a resolution that a new system would include ceilings for all regions, not just central ones. The ceilings would be fixed depending on the poverty of the regions.

EEC abandons banking shake-up

BRUSSELS, Nov. 29.

THE Common Market Commission has abandoned attempts to push through a comprehensive new system of banking regulations in the nine member States in one mammoth community directive. Instead, it is now to concentrate on a more pragmatic, step-by-step approach, under which national practices would be progressively harmonised over at least several years.

The Commission's earlier proposal had already run into difficulties in the six-nation community before Britain, Ireland and Denmark joined at the beginning of this year. But the entry of the three new members, whose banking regulations differ widely from those in the

former Six, has highlighted the need for a new approach. The aim of the operation is to establish harmonised banking regulations in the different countries so that banks can compete freely throughout the Community. Although a directive providing for the freedom of establishment for banks was adopted in June this year, the Commission feels that there cannot really be free competition until national regulations are brought much more into line.

The earlier proposal was a complicated amalgam of all the different systems already existing in the Six, together with some new suggestions by the Commission. In that form, the proposal was not even acceptable to the six original members, and Britain, Ireland and Denmark would have found it even more difficult to accept.

The new approach will be to take various areas where controls exist and try to harmonise them one by one. National regulations to be brought progressively into line could include, for instance, those covering bank liquidity, solvency margins, bankers' qualifications, and the activities that banks are allowed to indulge in. One of the ultimate aims is to create a legal framework in which branches of banking authorities in the country where the head office was based, not the country in which they actually operated.

FRANKFURT, Nov. 29.

Bundesbank increases institutions' liquidity

BY ANDREW HARGRAVE

THE STEADY DRAIN on West Germany's gold and currency reserves during the past month owing to the weakness of the DeutscheMark has led to the first minor, though significant easing of the credit squeeze by the Bundesbank.

After a meeting of the Bank's central council, Dr. Karl Klagen, President, announced today that the rediscounting quotas for financial institutions were to be increased by 15 per cent. This facility, twice shortened by further 10 per cent. in the early months of this year after substantial restrictions in the latter part of 1972, enables banks and other institutions to boost their liquidity by cashing bills of exchange at the Central Bank

After this month's reduction of reserves up to the end of last week, culminating in a loss of DM7,200m. in a single week, this measure, said Dr. Klagen, was aimed at increasing the institutions' liquidity by up to DM1,200m.

A slight easing of the squeeze was foreseen by the Bundesbank last week with the Bundesbank's offer of a Lombard credit (suspending the general application of the end of May) at an overnight special rate of 13 per cent. Dr. Klagen thought it likely that the D-Mark would require further Central Bank support in the next few months to stay within the European Community one of "blood, sweat, toil and tears."

ever, that West Germany's reserves which stood at the end of last week compared with one of DM7,200m. as recently as the end of last year are still the second highest in the world (by a considerable margin) after the U.S.

Beyond the measures announced this week, however, the Bundesbank in agreement with the Government, contemplates no further lifting of its restrictive measures. There is no question, said Dr. Klagen of the "root of the problem."

He agreed that the present energy situation was serious but added that it had not reached one of "blood, sweat, toil and tears."

The Frankfurt stock money markets have reacted favourably to the Bundesbank announcement, and yesterday's improvement in share value continued to-day, with some spectacular rises, such as motor shares (BMW) and Daimler Benz in particular among the top gainers.

The dollar eased in Frankfurt from its starting rate of DM 3.36 to DM 3.32, and the D-Mark interest rate in the D-Mark market.

A further sign of the easing of the credit squeeze was the decline to 12.25 per cent. of overnight rate which rose to 13 per cent. yesterday.

Swiss growth 'to slow down'

ZURICH, Nov. 29.

ECONOMIC GROWTH in Switzerland is expected to slow down next year, the Union Bank of Switzerland said.

Real Gross National Product growth will probably decline to between 3.5 and 3 per cent. in 1974, compared with about 4 per cent. in the current year and 4.7 per cent. in 1972, the bank said in its December economic bulletin. The expected 1974 figure is based on the assumption of a continued restrictive policy, and is the result of a slower rise in private consumption and lower capital spending.

However, exports and public authority spending are expected to provide considerable growth impulses. The bank cautioned though that a drastic energy shortage would affect economic growth in Switzerland and other industrialised countries to an unforeseeable degree.

Among European industrialised countries, whose real economic growth rate is expected to average 5 per cent. next year.

W. Germany to cut armed forces by 30,000 men

BY MALCOLM RUTHERFORD

BONN, Nov. 29.

THE WEST German Cabinet has approved plans to cut the country's armed forces in peace time by 30,000 to a total of 465,000. The decision has been taken to allow more of the defence budget to be spent on new equipment rather than personnel. In common with most NATO members, the investment share has been falling sharply in recent years.

In a statement to the Bundestag to-day Herr Georg Leber, the Defence Minister, claimed the move would increase rather than impair the armed forces' effectiveness. It had been found that about 30,000 non-combat posts need not be permanently occupied in time of peace. The posts included drivers, markers, some sanitation work and certain functions in the pioneer corps.

It was essential, however, that they could be quickly manned in the event of external threats. This could be done by extending

the period of active recall from the present three months to one year.

Large sections of the armed forces will in fact be reorganised into cadres which will go up to full strength only when necessary. In the process the number of brigades will be raised from the present 33 to the 36 principle by NATO. The cadre principle will be extended to the Navy and the Luftwaffe.

The cabinet's decision follows the report of the government-appointed Mommer Commission on the armed forces earlier this month. The report pointed out the many advantages of a purely volunteer army, but concluded that it would be difficult to find sufficient recruits and adequate government funds.

Herr Leber said the Cabinet agreed with this, and also supported the view that there was no case for cutting conscription beyond the present 15 months.

Community offer to Japan

By Reginald Dale

BRUSSELS, Nov. 29. THE NINE Common Market countries have told Japan they are ready to consider making a joint declaration of future European-Japanese relations, similar to the "Atlantic" declaration that the U.S. are currently negotiating with the U.S.

The message has been conveyed by the Japanese Government by the Community ambassadors in Tokyo, following agreement on the draft text of such a declaration by the nine-nation political committee in Copenhagen earlier this month. However, presented the Japanese with the proposed text.

The idea of a Europe-Japan declaration was first proposed by the Tokyo Government after it became clear that the Europeans would favour a tripartite declaration to be signed by the Nine, the U.S. and Japan together.

Sakharov 'risks permanent exile' to seek U.S. visa

MOSCOW, Nov. 29.

ANDREI SAKHAROV, a dissident and often father of the Soviet hydrogen bomb, today announced he has asked to visit the U.S., risking permanent exile.

The Soviet scientist told reporters today that he had asked the authorities for permission to take up a long-standing invitation to lecture at Princeton University.

He said he accepted the risk in going to the U.S. to fight for his right to re-nounce his citizenship after leaving the Soviet Union for lecturing tours in the West.

Dr. Sakharov's decision appeared to have been influenced by recent harassment of his wife Yelena by Soviet security police, the KGB.

She has admitted smuggling out the diaries of a Russian abortionist, an attempt by Jews wishing to leave for Israel. Sakharov is Jewish but Dr. Sakharov has told the KGB his wife will not attend further interrogation sessions.

Dr. Sakharov said he had requested visas for himself, his wife, two stepchildren, a son-in-law and his infant child. The scientist is still involved in research work though since he initiated his campaign for broader academic and intellectual freedoms he has been confined to spheres of work not involving national security.

His involvement in the hydrogen bomb has been regarded as a barrier to his emigration. But some Western observers believe the authorities might find it preferable to let him leave the Soviet Union. This would silence the one major voice still actively campaigning for greater civil freedoms while possible disclosures would be on Soviet scientific methods of 15 to 20 years ago.

The Soviet novelist Alexander Solzhenitsyn has often called for literary freedoms and a general slackening of civil restraints but is not regarded as a consistent campaigner for broader political rights in the way that Dr. Sakharov has been.

Ten Danish parties may win seats

BY HILARY BARNES

TEN PARTIES could be represented in the Folketing (parliament) after Tuesday's general election, twice as many as at present, according to an opinion poll published in Jyllandstidende today. It would take a minimum of four parties to form a majority government with 17 seats. The other newcomers, the Centre Democratic Party, formed by breakaway Social Democrats, Folketing member Erhard Jacobsen, has dropped three points and is given 13 per cent, and 23 seats.

The Left Wing Socialist People's Party, currently supporting the Social Democratic Government, would be returned with 14 seats, a loss of three.

The current opposition parties all stand to lose seats as well. The radicals, on the basis of the poll, would get 23 seats against 27 seats. The other newcomers, the Centre Democratic Party, formed by breakaway Social Democrats, Folketing member Erhard Jacobsen, has dropped three points and is given 13 per cent, and 23 seats.

Turkish talks on workers ban

WEST GERMAN Ambassador Slav-Adolf Sonnenhol today held on Turkish acting Premier Tulu to discuss the German ban on immigrant foreign workers.

He told reporters after the meeting they discussed all aspects of the ban "and we are in full agreement on the issue." He will give details of the meeting at a Press conference tomorrow, he said.

Dr. Sonnenhol said relations between the two countries remained good, despite the ban on immigrant labour from outside the Common Market which West Germany introduced earlier this week for fear of possible unemployment due to the oil crisis.

But Press comment here has grown more critical of both the West German and Turkish Governments. The mass circulation Hurriyet (Freedom) said the implied German attitude was "if you make the Arabs lift the oil ban we will not kick out your workers."

Another leading newspaper, Mithun (Nation), said Turkey was paying the penalty for failing to take measures to cure unemployment. It said experts had long warned that a recession in Europe would immediately affect foreign workers.

There are about 2.6m. workers from non-ECC countries in West Germany, of which the 65,000 Turks are the largest contingent. Another 1m. Turks are awaiting permission to go there, according to sources here.

Metin Munir adds that remittances from Turkey's expatriate workers in the first nine months of this year totalled \$38.4m according to the Ministry of Labour. This is 62 per cent more than the amount remitted in the same period last year.

Workers' remittances, which are Turkey's single source of foreign currency, are expected to exceed \$1,200m. at the end of this year.

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EASTERN EUROPE

Inflation by any other name

BY DAVID LASCELLES, EAST EUROPE CORRESPONDENT

Government has yet been bold enough to keep the pace of wages down to the slow growth in the supply of consumer goods.

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Japan introduces Bill to control supplies and price increases

BY CHARLES SMITH, FAR EAST EDITOR
TOKYO, Nov. 29.

A "PEOPLE'S livelihood stabilisation Bill" which will allow the government to intervene extensively in the private sector of the economy to prevent shortages and excessive price increases, is to be put before the Japanese Diet when it reconvenes on Saturday.

The Bill is the second stage of Japan's response to the economic crisis brought about by the world oil shortage. It follows an oil rationing programme which came into force last week and is now beginning to affect most areas of the nation's life.

The livelihood stabilisation Bill will give the government power to fix maximum prices or desirable price ranges for scarce commodities. It will also give the authorities power to punish offenders and to "absorb" any differences between recommended prices and actual prices.

The government will have power to order companies trading in scarce commodities to open their books to official inspectors. It will also be able to order additional imports and to postpone what may be regarded as unnecessary investment by private industry.

A clause in the Bill will exempt companies in selected industries from existing provisions of the anti-monopoly law which bans price fixing. The Bill will provide for official compensation for companies obliged to import scarce products and sell them at a loss in order to meet domestic price requirements. It will also give the government powers to order sale of commodities by dealers and wholesalers in cases where hoarding is suspected.

The Bill has been extensively debated within the government during the past few days, particularly those sections dealing with price control which are felt in some quarters to involve an excessive degree of official intervention. In order to minimise delay in the Diet, the price control measures will be introduced in the form of a revision to the existing Price Control Ordinance enacted by the American Occupation Authorities during Japan's post-war inflation.

Indo-Soviet pacts signed

NEW DELHI, Nov. 29.

THE SOVIET UNION and India today signed four major agreements designed to bring the two nations economically and politically closer.

The signing came on the eve of Soviet Party chief Brezhnev's departure at the end of a five-day visit highlighted today by his call for collective security in Asia.

A Soviet spokesman said today's four accords were a joint declaration on bilateral and international political issues, an economic and technical co-operation agreement, a consular convention and an accord on planning co-operation.

They will be published tomorrow.

Earlier, Mr. Brezhnev had urged Asian nations to launch "thorough and comprehensive discussions" of the idea of collective security in Asia, which, he said, could and must become a continent of peace, friendship and co-operation.

He told a joint session of the two Houses of the Indian Parliament that such discussions would help trace a common approach, acceptable to all States concerned, with the problems of peace and security in Asia.

Pakistan preparing five-year plan

KARACHI, Nov. 29.

PAKISTAN HAS started preliminary work to launch a five-year development plan from July, 1975. For the past few years the Government has been regulating its development programmes on an ad hoc, year-to-year basis.

The man being freely tipped here to take over as head of the planning commission and as a special adviser to the Prime Minister, Mr. Zulfikar Ali Bhutto, is Dr. Mahbubul Haq, who has just returned to Pakistan after completing a spell with the World Bank. If he does get the job it could produce an interesting policy clash with the Finance Minister, Dr. Mubashir Hassan, about the role of private enterprise.

Dr. Haq has the distinction of being an enthusiastic advocate of both Pakistan's earlier strategy of growth first and of the current one of egalitarianism. He feels that the days of the mixed economy for Third World nations are numbered, whereas Dr. Mubashir Hassan believes in the mixed economy.

Although, according to the Finance Minister, Pakistan's taken-over industries are doing well and in 1972 showed a 6 per cent increase in physical production and a 16 per cent sales rise, the Government continues to lure the private sector and is relying on private effort in the field of development. The last five-year plan envisaged total private investment of Rupees 22,000 in the public sector. The same ratio continues to be reflected in current development planning.

The annual development plan for 1972-73 fixed a target of Rupees 3,200 for the private sector, as against Rupees 4,050 for public undertakings.

Cambodian border post recaptured

SAIGON: After only a brief struggle South Vietnamese Rangers have recaptured Dak Song, one of three camps near the Cambodian border to fall to Communist tanks and infantry nearly one month ago.

Heavy South Vietnamese air attacks that preceded the final assault were believed to be responsible for the light Communist resistance encountered. The High Command in Saigon claimed that two Russian-built tanks were destroyed.

There is a strong likelihood of tough fighting ahead as the Rangers try to capitalise on their success. Saigon feared Hanoi's forces intended to incorporate the area into a supply corridor they are known to be building down the mountainous western edge of Vietnam to within about 100 miles of Saigon.

JOHANNESBURG: The Rev. C. F. Beyers Naude, 55, director of the Christian Institute of Southern Africa and former head of the Dutch Reformed Church, is to be charged under the Suppression of Communism Act with publishing statements of a banned person.

Earlier this month, Dr. Naude was fined R50, with a month's jail in default of payment, for refusing to testify before the Schabusch Commission. He also received a three-month suspended jail sentence and has lodged an appeal against conviction and sentence. The Commission is investigating activities of anti-apartheid groups.

SINGAPORE: The effects of an immediate delivery restriction imposed by the Singapore Stock Exchange on Tuesday have now been felt and the market is slightly calmer but is nervously awaiting the reading of Control of Essential Supplies Bill which may be pushed through within 24 hours and deal with the petroleum shortage seriously affecting Singapore.

MIDDLE EAST AND THE OIL SITUATION ABROAD

Brezhnev warning on 'new explosion'

NEW DELHI, Nov. 29.

SOVIET Communist Party leader Leonid Brezhnev warned today that unless Israel and the Arabs reach an early peace settlement, "a new and even more dangerous military explosion may occur in the Middle East at any moment. The hostile armies are confronting each other with their arms at the ready," Mr. Brezhnev told the Indian Parliament at the end of his four-day summit meeting with Prime Minister Mrs. Gandhi. "It is clear that urgent measures must be taken to prevent new bloodshed and to establish a stable peace."

Mr. Brezhnev stressed that from the Soviet viewpoint, Israel should make all the major concessions in any peace settlement. He said that the Soviet Union "has no self-interests in the Middle East whatsoever. Our only profound desire is to see that a genuinely stable peace, a just peace finally established in that part of the world, situated proximity to the borders of the Soviet Union. And the Soviet Union, for its part, will do everything to actively facilitate this."

The Soviet leader praised the trends of the past few years toward détente, especially between Russia and the U.S., he credited détente with having averted a more serious international crisis than occurred during the war.

AP-DJ

Truce broken as talks stall

CAIRO, Nov. 29.

THE CRUCIAL disengagement negotiations between Egyptian and Israeli officers at Checkpoint the key Point Two of the ceasefire had been broken by a machine-gun and mortar exchange within sight of the United Nations tent in which they were meeting.

The gravity of the breakdown in the talks can be measured by a statement yesterday by the Egyptian Press, by President Anwar Sadat: "How can we meet at the peace conference while the shooting continues and what would be the purpose of talking to people who do not respect the resolutions they have signed?"

Abdel-Ghani Gamal, Cairo correspondent, was not allowed to go to Checkpoint 101 today but UN spokesman Rudolf Stauder said to-night that light and heavy machine-guns, mortars and small arms had been fired in a 25- to 30-minute exchange between the Egyptian and Israeli forces some three kilometres south of the checkpoint, starting at 11 a.m. local time, when the officers were scheduled to meet.

The spokesman, quoting a report relayed from the Finnish battalion manning the UN checkpoint, said UN truce supervisory forces had been investigating the incident and had reported that Egyptian forces had opened fire with machine-guns and this fire had been returned by the Israelis. UNTSO had not reported on casualties.

An eye-witness said the scene of the exchange was a low ridge south of the road, the eastern part of which is held by the Israelis and the western by the Egyptians. The Egyptians were firing from the ridge down towards an Israeli position and trucks at the foot and Israelis were shooting back.

Stay in touch

Observers here tonight were predicting that it would take another visit by U.S. Secretary of State Henry Kissinger to solve the deadlock in the checkpoint talks and open the way to the peace talks.

Gen. Ennio Silasvuo, commander of the UN emergency force, who chaired today's meeting, said afterwards that most of the results had been reached and no firm date had been fixed for the next meeting with machine-guns and this fire

both parties," he added. To-day's meeting, the fifth on the key Point Two of the ceasefire, was a withdrawal to the ceasefire had been broken by a machine-gun and mortar exchange within sight of the United Nations tent in which they were meeting.

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Israel undecided on Summit call

BY L. DANIEL
TEL AVIV, Nov. 29

OPINIONS ARE sharply divided on the import of the resolution at the Algiers summit conference that the platform must reflect the lessons of the Yom Kippur war, conference did not reject the holding of a peace conference as war had in no way lessened such, the conditions for peace Israel's desire for peace and expresses the hope that the Geneva conference will mark the beginning of a period of orderly relations between Israel and the neighbouring (Arab) countries in the political, economic, social and cultural fields."

By stating that it desires the preservation of the Jewish nature of the State, the Labour Party makes it clear that it has no wish to incorporate large numbers of Arabs in Israel. It makes the point even clearer by stating that the peace agreement with Jordan should be based on the existence of two independent States: Israel with a united Jerusalem as its capital and an Arab State to the east of Jerusalem which implies that the West Bank would be returned to Jordan.

The programme goes on to say that "in the neighbouring Jordanian-Palestinian State, expression will be given to the self-identity of Jordanian and Palestinian Arabs amidst peace and good neighbourly relations with Israel."

EEC calls for price curbs to meet oil crisis

BY LORELIES OLSLAGER
BRUSSELS, Nov. 29.

THE EEC Commission has called for overall restraint in wage and price demands throughout the European Community in order to prevent the inflationary pressure of the present oil crisis from getting out of hand. But the Commission is also considering a series of proposals for European action in case of a prolonged energy crisis including possible allocation of scarce resources, rationing measures and a common price policy.

The longer term proposals will only be finalised tomorrow before the Commission has talks with the two Arab oil emissaries Sheikh Ahmed Zaki Yamani, the Saudi Arabian Oil Minister, and Mr. Belaid Abdesslam, Algeria's Minister of Industry.

The proposals are shrouded in almost absolute secrecy. But it is believed that the Commission, which so far has been very reticent in view of the political differences between the member states over the wisdom of taking common action is now at least looking at possibilities for such action to prevent possible recession from getting out of hand.

According to an official spokesman, M. Henri Simonet, the Commission is responsible for energy questions, has submitted a series of proposals designed at making Community arrangements both for the organisation of the internal market and for exports and imports. His proposals aim at ensuring the continued functioning of the Common Market, the spokesman added, and at enabling the Community to face a possible energy shortage.

The call for wage and price restraints was made in the context of a series of short term measures to fight inflation which the Commission had been asked to submit by the finance ministers of the Nine last month.

The energy situation has already had its effects on the Commission's thinking. The spokesman said the proposals could not be considered as a deflationary package, and were mostly limited to policies that should be pursued over the next few months until the situation had become clearer.

One of the more eye-catching of Rotterdam.

Iran makes 1974 offer

THE National Iranian Oil Company (NIOC) had of 109m. barrels of crude oil the international market delivery in 1974. The offer would be the highest, only condition is that the oil would be sold through brokers. Competent buying refineries and distribution facilities are eligible.

Under a new Iranian contract, Iran will supply 30 barrels per day of crude oil 109.5m. barrels a year, A grade, for direct market. This will be increased to 119.5m. barrels per day by 1984. Iran has already sold its 24 barrels per day for 1972-73. Source believes NIOC also has firm buyers in mind that auction is only a matter of time.

AP-DJ

Holland backs energy council

BY MICHAEL VAN OS
THE HAGUE, Nov. 29.

THE GENERAL idea of meeting here, Mr. den Uyl establishing a Common Market Energy Council to deal with the effects of the serious reductions in Arab oil supplies to Europe was before. The reason received solid backing today was that the other EEC member countries were more favourable to the idea than it was at last. The matter was the vast production cut there to-morrow," he urged. Mr. den Uyl pointed out that the worst of the Arab production cutbacks had yet to be felt in Europe. He said that the Energy Council would be discussed at the EEC top conference in Paris and the talks might cover "some aspects of nuclear energy."

Speaking on the oil crisis at a Foreign Press Association point,

Strings attached to peace talks mandate

BY IHSAN HJAZI
BEIRUT, Nov. 29.

ARABS AT LARGE have been attached to this mandate. This has now been spelled out in the Algiers declaration. Analysts are in agreement the new emphasis on Jerusalem may have been under King Feisal's insistence, who recently declared that re-establishment of the Arab character of East Jerusalem is essential of a settlement.

They pointed out that despite the apparent freedom of action given to Presidents Sadat and Assad at the peace negotiations, Arab leaders will have to report back to the Arab Heads of State for consultations before a final settlement is concluded.

Informed observers said the apparent success of the summit conference and the favourable response by Arab public opinion, have virtually isolated the Arab leaders who did not attend. Iraq and Libya have obviously failed to influence the course the other Arabs have taken.

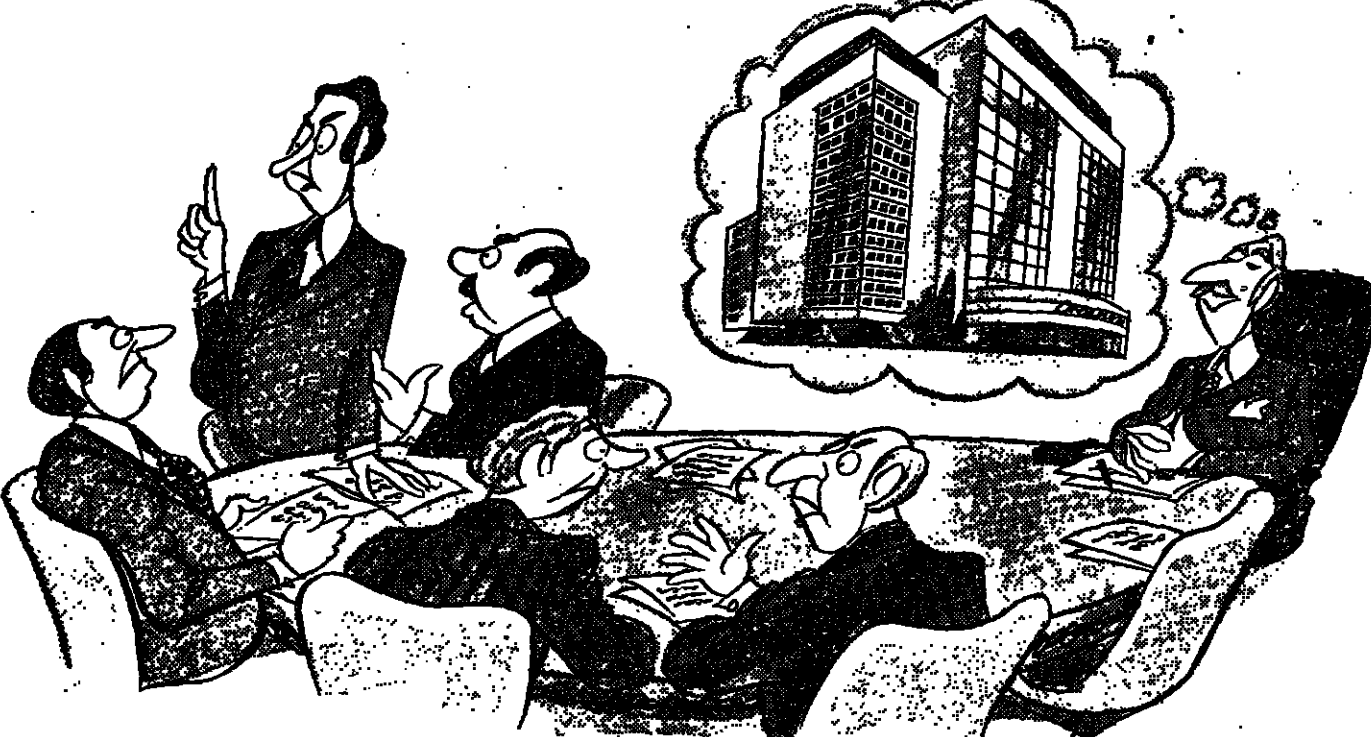
But informed sources said President Sadat and King Feisal believe that ending the Jordanian boycott of the peace negotiations is important for maintaining a United Arab front. They feel if Jordan absents itself and if the Palestinians are not invited, the Arab position would be weakened.

Ghana sending troops

ACCRA: Ghana is to contribute a contingent of 600 troops to the U.N. peace-keeping force in the Middle East, following a formal request from the U.N. This is the second time Ghana has taken part in U.N. peace-keeping operations. At the outset of the independence of Congo-Kinshasa, now Zaïre, Ghana was part of the large U.N. force in that country.

The troops are expected to arrive in Egypt before the end of December.

TEL AVIV: Six more letter bombs have been discovered in the central postal sorting office. They had been addressed to various towns in Israel. The discovery brought to 10 the number of letter bombs found in Israel in the latest wave of booby-trapped mail, the four intercepted earlier this week, three, had been mailed from Switzerland and one from Milan.



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JPK 10/50

THE OIL SITUATION IN BRITAIN

Long queues as motorists collect rationing coupons

BY PAUL ELLMAN

LONG QUEUES formed at Britain's 20,000 post offices yesterday as an estimated 21m. motorists collected petrol rationing coupons.

The first day of distribution met with a "glaring problem" in the system because under clerks are not required to fill in vehicle registration numbers on the coupons.

Many main post offices in big cities opened for an extra hour in the evening to allow people to collect coupons.

The Post Office said there had been a big rush in the morning but that this had leveled out.

The first day was restricted to motorists with surpluses beginning with "A" or "B"—an estimated 14 per cent. of the 15m. expected to collect rationing coupons.

Special counters were reserved for issuing coupons, and the Post Office said there were no reports of queues running out of coupons.

though a shortage of special runs for priority users occurred in the North West.

The National Federation of Postmasters, which earlier in the week criticised the Government for choosing a pension day to begin the distribution of coupons, said its members were pleased with the initial rush.

A row meanwhile flared over allegations that a loophole had been created in the system which would allow black marketeering.

rationing is introduced.

This centred on confusion over who was responsible for writing vehicle registration numbers on the rationing coupons.

The Post Office said it was up to the individual motorist to write in the number after being given his coupons on pro-

duction of his log book and tax disc.

Mr. Tom Pendry, Labour MP for Stalybridge and Hyde, however, alleged that this is creating a "glaring loophole."

Mr. Pendry, who is to ask Mr. Peter Walker, the Secretary for Trade and Industry, to tighten up on the issue of rationing coupons, said: "The black market is wide open. It would appear they have not thought this through in depth."

He suggested that if postal clerks did not fill in the registration number, motorists could sell their books later.

The DTI is confident that the system does not carry a risk of abuse by motorists.

The department feels that the record made by the Post Office when the coupons are issued offers sufficient protection against black market selling.

The serial numbers of coupons will be passed on to both the DTI and the police if books are stolen.

At the same time, garage attendants will have to check the number plate of a vehicle with that listed in the coupon book before selling any petrol.

The penalty for selling coupons or any other breach of the present emergency powers is a fine of three months in prison, or both.

Under the Control of Fuel Bill, currently on its way through Parliament, these penalties will be increased to £400, three months in prison, or both.

Car rental companies, meanwhile, are understood to have asked the DTI to give hire cars a daily petrol allowance of at least 75 miles if rationing comes into force.

The British Vehicle Rental and Leasing Association, which represents most of the car hire

firms, met representatives of the DTI yesterday to discuss this problem.

The association points out that hired cars are driven an average of 85 miles a day and argues that a big cutback could put the rental companies out of business.

It hopes a special allowance will be given for hired lorries and vans but is less optimistic about getting the allowance it feels it needs for cars.

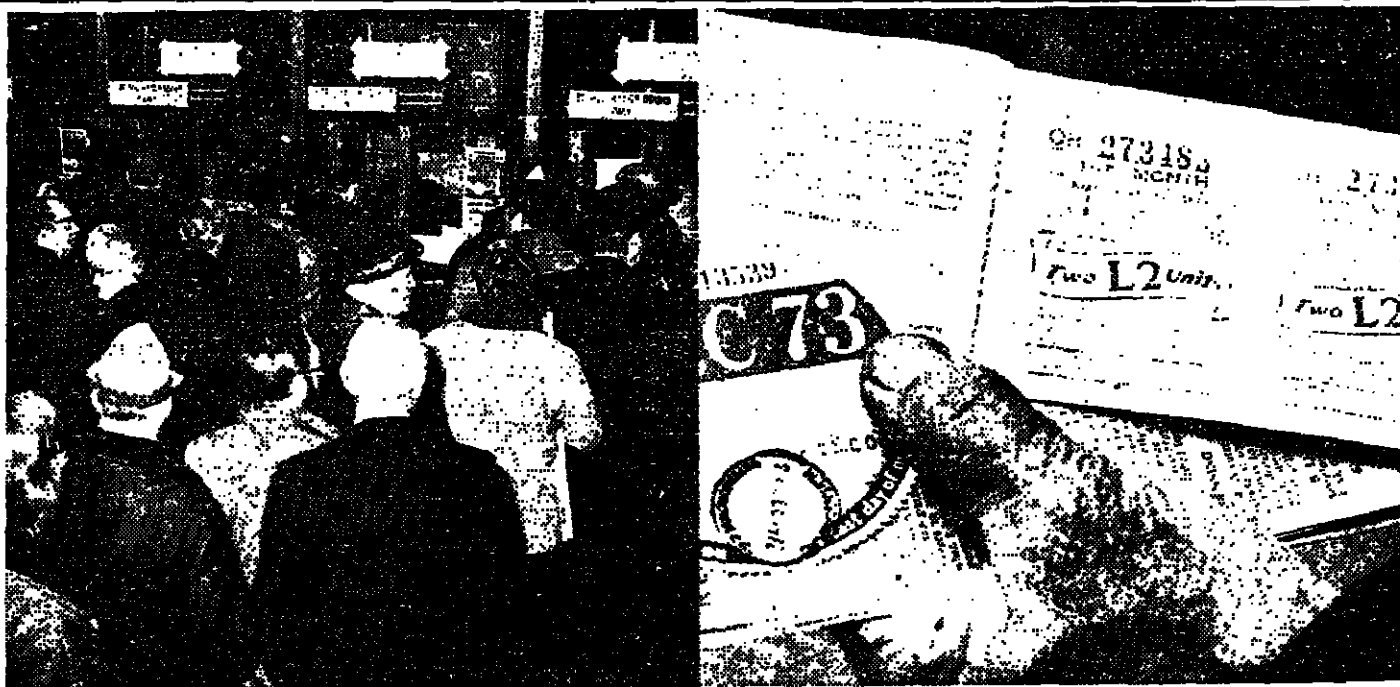
The car hire firms are understood to have given the DTI a pledge that they will ensure that their vehicles are used for essential journeys only.

The association has also asked the DTI to make special arrangements to allow fleet operators to collect their rationing coupons without having to remove tax discs from their cars.

British Leyland is to distribute almost 1m. leaflets as well as stickers and voluntary speed limit signs as part of a "Save Petrol" campaign.

The four-page leaflets will tell drivers of British Leyland cars how to economise on petrol consumption.

Mr. John Barber, its managing director, said: "It is in the national interest, and also that of the individual, to save as much fuel as possible at the present time, particularly with the threat of rationing on the horizon."



The queue at the Trafalgar Square branch Post Office for the petrol ration books.

Some airlines may be given fuel priority

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE POSSIBILITY that some airlines may be given priority in the allocation of fuel is now under consideration by the Department of Trade and Industry.

A number of charter airlines, in particular, are finding the cut in fuel conservation measures, is affecting their operations more seriously than originally expected.

Under the U.K. Government's fuel conservation measures, announced last week, all airlines, British and foreign, serving U.K. airports, have been asked to cut back consumption by 10 per cent.

The DTI recognises that some airlines could thus be in difficulties, and on the Minister's instructions it has accordingly asked all the airlines for their views.

These are now coming in and will be studied closely, and it is hoped that as a result some form of priorities may be worked out.

It is stressed, however, that whatever decisions are taken must depend entirely on the overall fuel availability situation, and that the DTI's basic responsibility is to see that all airlines get enough fuel at least to keep some services running.

The prevailing view is that it is pointed out that there is nothing to stop any airline buy-

ing fuel as and when it can get it, at whatever price, to supplement its fuel picked up in the system of priorities may be U.K.

Executive jets still flying

MORE THAN 30 executive jets left for all parts of Europe from Heathrow Airport, London, yesterday—carrying only 60 passengers in all.

Most of the planes belonged to companies, and were carrying executives. Some had only one passenger, despite the fuel crisis and the Government's appeal for people to share transport.

Mr. Robert Stevenson, chief executive of the Business Aircraft Users Association, has defended the use of private aircraft for business in the face of the fuel crisis. He said it was a question of getting the right men in the right place at the right time.

Fifty calls for help a day are being received at the North of England office of the Road Haulage Association.

Mr. Dennis Le Conte, regional secretary, said two contractors had to take diesel fuel by car to lorries stranded in the Midlands yesterday.

Three days' fuel supply had been delivered to some of the 845 companies in the area, but the outlook for December was "very grim." "We must have rationing before Christmas," said Mr. Le Conte.

The U.S. Air Force in Britain has started its own campaign to help conserve fuel.

It ordered a 10-25 per cent. cut in consumption and a reduction of temperatures in offices and living quarters.

Diesel protest by lorry owners

BY PAUL ELLMAN

LORRY OWNERS' representatives went to the Department of Trade and Industry yesterday to press their case at the continuing shortage of diesel fuel at garages.

The visit—by Mr. George Newman, director-general of the Road Haulage Association, and Mr. Eric Russell, the association secretary, was made against a background of further cuts in the supply of both diesel fuel and petrol.

The AA said there had been slight improvement in the situation on motorways in the south of England, notably the M1, where many stations were reported to have run out of diesel fuel on Wednesday.

Filling stations on motorways in the North, however, were said to have suffered a deterioration in their supply situation.

heavier vehicles

Lorry drivers were facing rationing of diesel fuel almost everywhere, according to the AA, the situation worst along the South Coast.

At Folkestone, drivers of foreign lorries and cars were being refused any fuel at all, while in other towns garages were restricting lorries to ten gallons of diesel—enough for an 80-mile journey by an average lorry.

Mr. John Wells, president of the RHA, urged the Government to allow heavier lorries on British roads, affirming this would mean an immediate saving on fuel.

Speaking in Sutton Coldfield, Mr. Wells said that vehicles carrying extra weight would be no bigger than 25 years ago, while their increased payload could mean a one-third cut in the number of lorries and drivers needed.

The RHA is urging Government support for an EEC proposal to raise the maximum permitted weight carried by lorries from 32 to 40 tons. It points out that this weight could be accommodated in surplus container space being carried on many lorries at present.

Mr. Wells also replied to criticism concerning lorry speeds and the amount of fuel they use.

"There is for all diesel engines an optimum fuel consumption speed ratio, but it is not the same as a petrol engine in a car," he said.

He urged the Government to set up a network of "freightways" which would take goods traffic away from roads not designed to cope with it. Arguing that this could also reduce fuel consumption, Mr. Wells said there was a case for giving lorries priority on these freightways.

Some coal merchants in Somerset are reported to have started operating a rationing system, limiting supplies to 10 cwt a house in the face of panic buying.

Developers 'let down by retailers' on centres

BY SANDY McLAHLAN

SOME RETAILERS either fail or refuse to understand what varied shopping centres are all about, retail property developer Sam Chippindale, a director of Town and City Properties, said yesterday.

"The developer ends a great deal of time creating a very special type of shopping centre environment only to be let down by the tenants," he commented.

He was speaking at a seminar titled Retail 73 organised by brokers Capel-Cure Carden.

He also criticised chain stores for misuse of what he termed "position of great length."

Until recently, he said, the developer did what he was told and the store group made it clear it was doing the developer a favour.

"This in my view is an unreasonable attitude and use of power. When it comes to shopping centres the developer—if he has his job properly—should foster an adequate spread of different trades and should be the

final arbiter as to who comes into his projects."

While singling out the major retailers because of their failure to realise that other retailers had an equal right to apply for premises in a development, Mr. Chippindale indicated most retailers for failing to adapt to the opportunities a covered shopping precinct offered.

The use of new materials—unusable in the open street—for shop fronts and fascia were just as much part of a covered centre as the environment provided by the developer, he claimed.

"All these items combine to make a covered shopping centre what it should be—a market place where people want to come, not a place where they have to come whether they like it or not."

Mr. Chippindale was particularly critical of the reluctance among retailers to accept open front shops—which helped to foster a market-like atmosphere.

Efficiency bonuses urged for civil servants

FINANCIAL TIMES REPORTER

CIVIL SERVANTS should be given financial incentives to improve the efficiency of bureaucracy, according to a pamphlet published this morning.

In "Bureaucracy: Servant or Master" (Hubart Paperback), William A. Niskanen advocates "some form of reward to senior bureaucrats to induce them to maximise, not minimise, but to make a difference between the obtainable budget and the minimum total costs of a service."

He says: "A change with this central feature would create, in effect, a modified profit system

within the bureaucracy."

One method would be to "allow senior bureaucrats to appropriate as personal income some proportion of the difference between the approved budget and the costs of supplying the approved quantity of output."

Mr. Niskanen states that "the parallel growth of bureaucracy and national government has made these institutions less responsive, to the point of confusion about whether the people or the institutions are effectively sovereign."

What Niskanen Bureaucrats Tack Institute of Economic Affairs, S.W.1, £1.

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You can get a grant of up to 22% on the cost of new industrial building

You want your firm to grow

You can get a grant of up to 22% on the cost of plant, machinery and new building

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If you are, you'll probably have read some of the advertisements above. And you'll know that you can get valuable grants for your firm by setting up a new project in one of Britain's Areas for Expansion—grants for new plant and machinery; for new building; and for removals; (There are also special grants now for service industries, offices etc. moving into the Areas for Expansion).

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What the teams can do for you.

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They will help you find the best location for your project.

They will advise you on regional resources and amenities. And they will help you organise recruitment, training and rehousing of key staff.

What they won't do is try to make your decisions for you. Their job is to guide, not dictate.

There are 12 Expansion Teams throughout the U.K. So wherever you are, there's a Team near you to give you all the guidance you need.

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Get in touch with us at one of the numbers shown or use the coupon—or our 24 hour answer service—for the free booklets Incentives for Industry and Areas for Expansion.

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Yorkshire & Humberside tel: Leeds 38232 (STD code 0532)

East Midlands tel: Nottingham 46121 (STD code 0602)

West Midlands Birmingham, tel: 021-632 4111

South West tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

Eastern Region London, tel: 01-828 6271 ext. 104 or 61

London & South East London, tel: 01-828 4355 ext. 50

Northern Ireland tel: Belfast 34488 (STD code 0232) or London 01-493 0601

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

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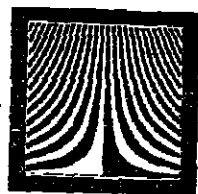
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FT.30/11

THE AREAS FOR EXPANSION

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY.



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHWEDERS

ENERGY

Working on lower cost solar cells

AT PRESENT, the high cost of solar cells prohibits their use in the large scale generation of electricity from sunlight. However, R. Davis and J. R. Knight of the Plessey Company's Allen Clark Research Centre have now shown that suitably designed gallium arsenide / gallium aluminium arsenide semiconductor solar cells can be operated at light intensities of 2,000 times full sunlight, to produce specific outputs between 20 and 40W per square centimetre. With current silicon cells the maximum permissible sunlight concentration is about ten times.

This high concentration is possible because the (GaAl)As material is relatively transparent to sunlight so that the surface layer over the junction can be much thicker than is the case with silicon, giving a lower electrical resistance and allowing much higher power to be generated.

Waste not, want not system saves heat

MAKING THE most of the heat from the energy crisis, a total heat recovery system has provided an answer to the present energy crisis for a supermarket in a new shopping complex at Eastbourne, Sussex.

The new system uses waste heat from the supermarket's refrigeration plant, lighting and occupants. This provides a room temperature of 68 degrees F, which is easily maintained throughout the 9,000 square feet of building. To achieve this, air from the sales area is extracted through the ventilated luminaires into a false ceiling. The air is then withdrawn from the ceiling void by a fan and passes through a purpose-built, multi-tube heat exchanger which serves the condenser associated with the refrigeration plant.

A set of air dampers directs the warm air into the mixing chamber where fresh air is introduced. Warm air is then distributed throughout the store by means of high-level, wall-mounted ducts.

The new system was designed by Mr. Michael Bird of M. E. C. Bird Sons and Associates, consulting engineers, Stokenchurch, Bucks, for Dalgety Frozen Foods.

Mr. D. C. Mathews, managing director of Dalgety Frozen Foods, claims this new system as an additional bonus, as they are not using fuel during the present international fuel crisis. The supermarket is the only shop in the precinct—and most of the U.K.—to have a total heating system in full operation, and to remain within the law.

Dalgety has two other stores operating the same method of heat recovery, one at the Butts Centre, Reading, and the other at Walnut Centre, Orpington. It is hoped to open several more before Christmas in other towns in the south.

SERVICES

Facilities for the City

SPECIALIST computer services for insurance, banking and financial organisations and City companies have been launched by CMG (City of London), a subsidiary of CMG (Computer Management Group).

Based initially at Sunley House, Croydon, CMG London is expecting to move to new offices in the City by May, 1974.

CMG London began operations with over 100 customers and a substantial amount of business which is expected to yield in excess of £1m. turnover in the first year. The company starts with a staff of 45—mostly computer professionals—and aims to be employing some 80 people by October, 1974.

Standard CMG services include applications packages for payroll, sales ledger accounting, invoicing and stock control; a full

range of computer services for accountants; and the development of individual systems to be run on CMG's computers or on the customer's own computer.

Many of the U.K.'s leading financial institutions will be using CMG London's services. These include: Prudential Assurance Company, the Royal Insurance, and Kleinwort Benson.

One of the major computer systems developed by Computer Management Group is a stock exchange investment accounting system. Called INVEST, the system is already being used by a large number of insurance companies and accounts for over £10,000m. of stock exchange investments.

The INVEST system will be run on CMG London's own computers—two Honeywell H1200 machines which are currently

installed at Sunley House. In addition to the INVEST services CMG London will be carrying out feasibility studies, and developing computer systems for all forms of financial organisations as well as banking and insurance.

Test work programs written

FIRST of its kind in Europe, a software bureau for test routines is to be established at its headquarters by Membrain, Wimborne, Dorset, manufacturer of automated test equipment for electronic sub-assemblies.

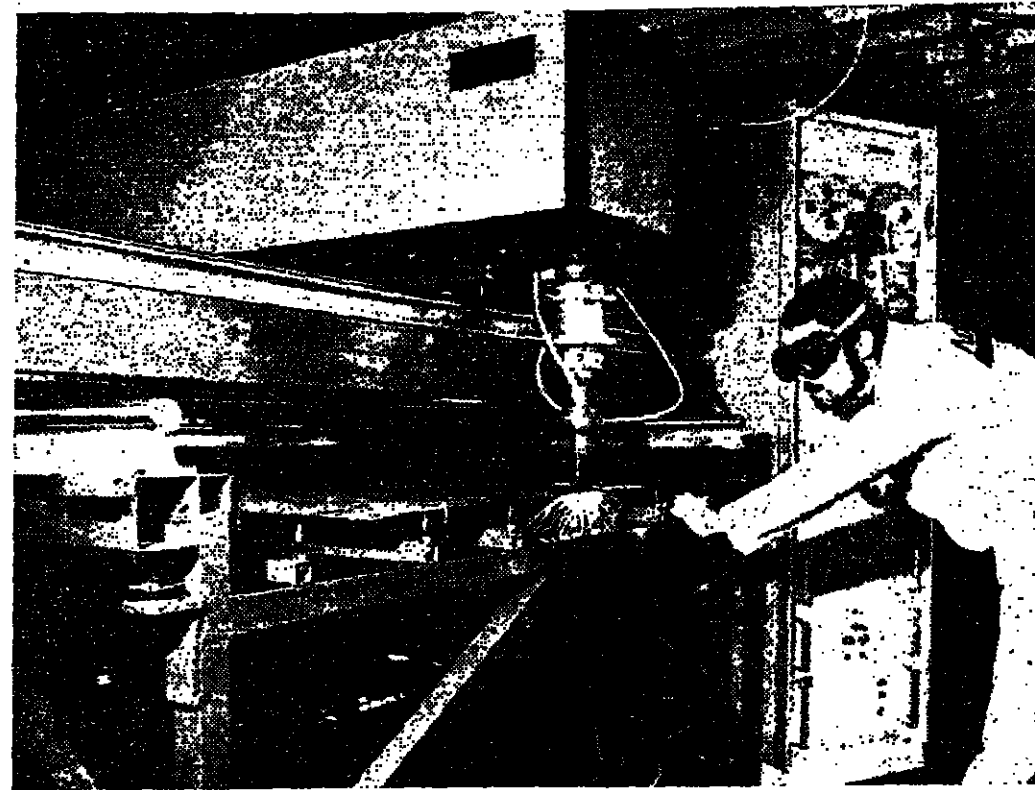
Announced by Membrain and Miro Systems of Phoenix, Arizona, a company in which Membrain has a large minority

interest, the bureau will initially write software test programs to be used in conjunction with Membrain test systems. Customers will send their logic diagrams to Membrain and from there the relevant test programs and fault diagnostic information.

The software package which is used to produce the individual test programs will also be sold outright by the bureau to large manufacturers of digital assemblies. This will allow them to set up in-house facilities.

The move is intended to meet the problem that the development of a test program has been a manual task and has required the application of a high degree of skill to what is repetitive work. Finding and keeping satisfactory labour has been difficult; and programmers on this routine become bored and all too easily make mistakes.

METALWORKING



Fast, clean cuts with light

FERRANTI MF multi-fold lasers were developed by the company's Professional Components Department of Dundee in response to industry inquiries for a genuine workshop laser. Usually, high-powered lasers of the linear, single-fold type are four metres or more in length and therefore occupy a great deal of valuable working space—this is particularly cumbersome in workshop applications.

Ferranti overcomes the space problem by making 12 "zig-zag" folds in the laser's resonator tube, resulting in the complete laser head being contained in a housing 1.2 metres in length by 1 metre square and weighing only 120 lb. The variant shown in the picture is the MF 400, which develops 450 W of power. Also enclosed in the housing are the necessary vacuum manifold and cooling water circuits. The laser's power supply and operating controls are contained in a separate console, which also incorporates a gas recirculating system. The operating cost of the MF 400 is approximately 20 pence per hour.

By using a laser, a contractor or manufacturer will be able to undertake an increased number of cutting jobs involving a far wider range of materials, such as the shape-cutting of fine-gauge metals, plastics and other materials requiring a fine and smooth cut. The MF 400 can do all this and needs less space. In the unit shown, the laser is mounted on a purpose-built numerically-controlled machine

Intended for the toolmaker

ADVANCED design has been aimed at achieving high accuracy in a new universal tool and cutter grinding machine, the UWS-3, from Walter Cutters, Grinders, Cubitt House, Drayton Road, Shirley, Solihull, Warwickshire.

The machine has a roller-bearing cross slide designed to eliminate stick-slip, incorporates a micron scale for the vertical travel and a backlash-compensated spindle.

Facilities include single-operation copy grinding on

millers cutters and profile grinding of conical spiral cutters and form cutters. Vertical table travel of 400mm is provided and mounting the work table directly over the machine base, combined with "V" rollers (slideways), ensures that it will not tilt with heavy attachments or cutters. Thanks to hydraulic table movement, reversal of table direction is exceptionally smooth.

Other new features include simple controls on a 180° swivelling panel, full protection against grinding dust, and safe, easy servicing.

Three different grinding heads can be supplied with one, two or three-sided operation; as a grinding machine with a high degree of automatic operation; as an automatic cutter grinding machine; or as a copy grinding machine with template attachment.

PRODUCTS

Longer life cleaner

MACDERMID G.B. Te Shropshire, has introduced a completely new cleaning system for use as an electro or cleaner on steel, brass or copper. The system—Metex Vari—consists of four basic elements and one additive and can be used on rack or barrel plant.

Life of the cleaners is extended beyond that of a "ready-made" product, claimed. Large scale production installations in the U.K. show that the system will run up to four times as long as conventional cleaners, while retaining a superior cleaning performance.

MATERIALS

Better slip with newer lubricants

TWO NEW silicone oils, Molykote 4-3599 and 4-3600, which have improved load-carrying capacities and antiwear properties compared with previous dimethyl polysiloxane oils, have been developed by Dow Corning.

The availability of the new products will allow greater flexibility for design engineers. Molykote 4-3599 is formulated to give better extreme pressure lubricating properties, while Molykote 4-3600 provides better high temperature characteristics. The operating range for 4-3600, for instance, is -54 to +374 deg. C.

For both new products the base oil has been blended with additives which provide greatly improved lubricity and corrosion protection. Performance and durability of the new oils remain constant over a wide temperature range, under heavy loads and at high speed. Tests have shown that the new products have little

effect on most rubbers. These advantages coupled to those common to all silicones—much flatter viscosity-temperature slope than petroleum oils, superior low temperature performance, excellent oxidation resistance and high resistance to water wash-out—results in reliable, economical lubrication in a variety of demanding environments.

Further information from Dow Corning at Reading Bridge House, Reading, Berks., RG1 8PW.

Pure oxygen on demand

EAST of Oxford, a British Syphon company, is the sole U.K. and European distributor for the Duo-Pak solid state emergency oxygen generator made by Scott Medical Products in the U.S. The Duo-Pak provides immediate oxygen from a self-contained portable system that eliminates the need for heavy metal cylinders. Oxygen is not present in the system until a chemical reaction between two solids is initiated.

The Duo-Pak was first developed for use by the U.S. Navy in nuclear submarines. The light weight of the complete pack and prolonged shelf-life make the Duo-Pak a practical aid to emergency resuscitation and medical care. It can be slung simply on the shoulder and weighs only 7 lb. Since it is light and will withstand rough handling it is suitable for carrying in rescue tenders, ambulances and even in a general practitioner's car. The unit can easily be used by a person trained in first aid.

H. J. East and Co. is at Lane West, Littlemore, OX4 5JT.

Lubricant powder for coatings

ADDITION to the "Fluon" line of lubricants, Fluon Plastics Division is L171, a cant powder with a particle size of three to five microns, which disperses in liquids when using high or low-shear mixers.

The new product was developed as an additive coating-resins and printing where it imparts a slick reduction in coefficient of friction and ensures retention of the and hardness of the base.

Dispersions of L171, relatively low viscosity and thixotropy compared with produced from other lubricant powders.

Fluon Market Developer Plastics Division, Welwyn City, Herts, for further det

TRANSPORT

Ready for tachograph demands

ACCORDING TO Smiths Industries there will by 1978 be some 700,000 tachographs in use in this country "come hell or high water." This is due to agreed EEC regulations which will make the majority of goods vehicles—an instrument that records daily on a small circular chart

most of the movement activity of a vehicle—to be installed in the majority of goods vehicles over 3.5 tonnes gross weight and some classes of passenger vehicle (those on non-scheduled services). For new vehicles the equipment is mandatory after January 1, 1976 and for existing vehicles on January 1, 1978.

Over the whole of Europe Smiths Industries estimate that between now and 1978 there will be about £100m. of business to be done by tachograph manufacturers, and beyond that a steady European market of about £12m.

per annum as new vehicles are registered. The company believes that, human nature being what it is, many operators are going to leave the equipping of existing vehicles to the last moment and it is anticipated that there will be a large "bulge" in demand during 1977.

The company is now past the prototype stage with a tachograph model that meets EEC requirements and considerable investment is being made in tooling up to make the device.

The retrofit market alone will

amount to nearly 3m. in the U.K. to be accounted for by a sizeable market as new vehicles are being replaced. There is thus an initial calibration and servicing item of some dimensions tackled by any company contemplating the market. It has to date set up 111 ir centres, to be increased to 150 by next July. At the time an "educational" can has been going on aim people ranging from fleet managers to T&GWU officials.

HEATING

Fluidised bath for calibrating

A FLOWMETER for monitoring the air supply and a built-in temperature recorder are features of the FB-04 fluidised bath just announced by Techné (Cambridge). The working volume is 150 mm diameter with 400 mm unobstructed depth and there is a drain tap for easy and rapid emptying.

An excellent means of providing a constant temperature bath over a wide temperature range, the unit is likely to be especially useful in the calibration of thermometers, thermocouples, pyrometers and other temperature sensing devices. The fluid bath—an air-blown mass of aluminium oxide has many of the properties of a liquid but gives off no fumes or smells, eliminates steam, explosion, safety hazards and bath solidification.

The FB-04 has a temperature range of 50 to 600 deg. C, a uniformity of ± 0.3 deg. C and a calibration accuracy of ± 0.1 deg. C, the bath reaches 300 deg. in 50 minutes and 600 deg. in 120 minutes.

Bank of Cyprus

The Bank of Cyprus group of companies has been reorganised under a new parent company, the Bank of Cyprus (Holdings) Limited. The group's banking activities will continue to be conducted in Cyprus by both the Bank of Cyprus Limited and the Mortgage Bank of Cyprus Limited and in the United Kingdom by the Bank of Cyprus (London) Limited.

In connection with the reorganisation the Bank of Cyprus group was advised by

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86-90 Phaneromeni Street,
NICOSIA

Bank of Cyprus (London) Limited,
27-31 Charlotte Street,
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The Sultan of Oman

His Majesty Qaboos Bin Said

acting on his own behalf and on behalf of

The Sultanate of Oman

US\$35,000,000

7-year Loan

arranged by

Morgan Grenfell & Co. Limited

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Lloyds & Bolsa International Bank Limited

Morgan Guaranty Trust Company of New York

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Standard and Chartered Banking Group Limited

The Tokai Bank, Limited

Union de Banques Arabes et Françaises—U.B.A.F.

Associated Japanese Bank (International) Limited

Arab Bank Limited

Bank of New Zealand

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FRAB—Bank International

Libyan Arab Foreign Bank

The Long-Term Credit Bank of Japan, Limited

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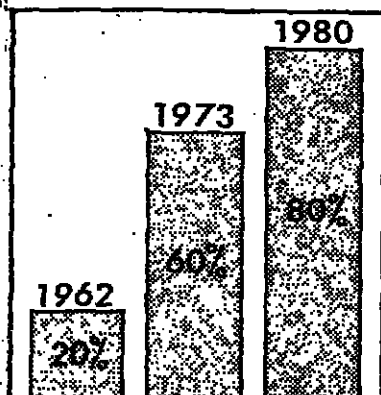
United International Bank Limited

UPK 101550

300 Tonnes of Steel in 40 minutes

that's enough steel to make 400 car bodies!

(Nearly 50% of the £3,000 million will be self-generated by BSC and will come from earnings retained in the business.)



Above is Port Talbot, Wales. Already standing at 3 million tonnes per annum, production at Port Talbot will be expanded to 6 million tonnes. The other four steelworks being developed are at Ravenscraig in Scotland, South Teesside, Scunthorpe in Lincolnshire and Llanwern in Monmouthshire.

In conventional casting, large ingots, which can weigh up to 20 tonnes or more, have to be brought up to an even temperature in reheating furnaces and then reduced to a slab shape in a rolling mill. In continuous casting, molten steel is poured continuously into a water-cooled mould in a slab or other shape where it solidifies and can then be cut to length. This process cuts out the need for much expensive plant and energy. It also gives a higher yield of product from the raw material.

The strip mill at Llanwern is 1,780 ft long. A slab of steel 10 in (25.4 cm) thick and 30 ft (over 9 m) long when it starts its journey through it, is 0.1 in (2.5 mm) thick and 3,000 ft (nearly 1,000 m) long when it comes out at the other end. The control of the five roughing and six finishing mill stands which work this dramatic change is an extremely complicated computer operation, because the speed of the steel increases at each stand and introduces a whole new set of variables. At Llanwern, the computer requires 1,000 separate pieces of information to control an ingot of steel from reheating furnace to coiling machine.


Another new development with significant possibilities is the use of powdered steel processes. Instead of being cast into an ingot or slab, molten steel is atomised and the powder formed into its final shape.

An artist's impression of the major new BSC Research Centre now being built at Teesside.

British Steel employs 3,000 research workers. The results of their continuing efforts are helping to make the new British Steel more efficient, more economically sound and more confident of its future. Their work and abilities will give Britain of the 80s the steel industry she needs.

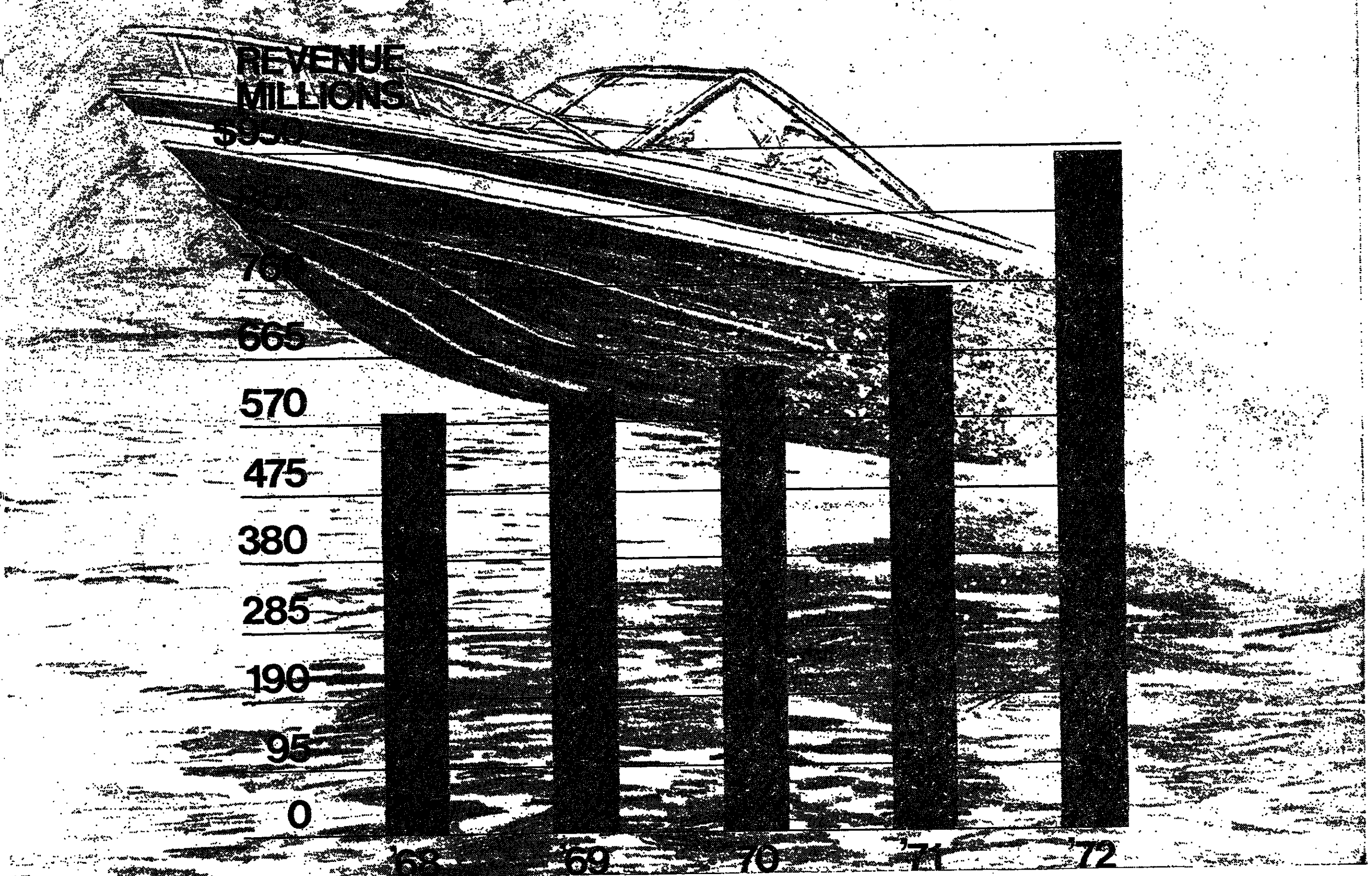
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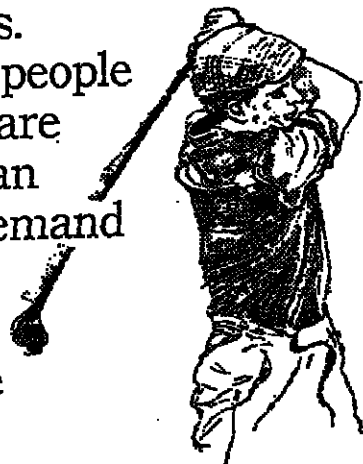
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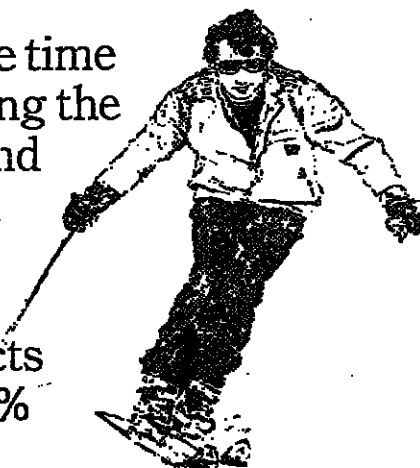
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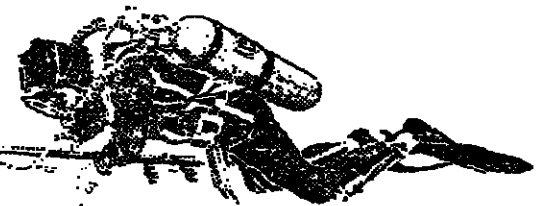


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Police issue threatens Ulster talks

BY DOMINICK J. COYLE

DUBLIN, Nov. 29.

POLICING AND ultimate political control of the Royal Ulster Constabulary is the one potentially serious breaking issue to be discussed at next week's tripartite talks, involving senior London and Dublin Ministers and members of the Northern Ireland Executive-designate.

The British Government had been anxious to avoid any direct discussion on the RUC at these talks, but it is understood that the Social Democratic and Labour Party in the Northern Government, is determined to clarify where political control over the police is to rest.

The Whitehall argument, apparently, is that Mr. Brian Faulkner, Chief Executive of

designate in Belfast, might not be able to survive politically in the province, if he concedes any significant change in the present structure and control of the RUC.

This view is being challenged by the SDLP, whose members point out that their party was obliged to make a number of important concessions—not least on the issue of internment—as the price of securing agreement on the new Northern Executive. It is, they claim, the turn of the pledged Unionists to give some ground.

What is really at stake is not so much the symbolism of the RUC, although that is still objectionable to many northern Catholics, but the vital question of political control. It seems that

there will be broad agreement next week, albeit reluctantly on the part of the SDLP, to accept the RUC both in name and general structure. But the minority party will be pressing strongly for the proposed Council of All-Ireland to exercise some degree of political control over the force.

I understand there will be a number of proposals as to how this measure of control could come about, including a formula whereby police, north and south, would each have its own police authority and that these two bodies would, in turn, come within the jurisdiction of the new Council.

It is now evident that the whole contentious question of policing in Ulster will come

Loyalists insist on representation at Council talks

BY RHYS DAVID

BELFAST, Nov. 29.

WITH TRIPARTITE talks on a Council of Ireland now confidently expected next week, the Executive remains in form two main "Loyalist" leaders, Mr. William Craig and the Rev. Ian Paisley, have both made it clear that they are not prepared to accept Mr. Whitehall's offer to hear their views beforehand on the subject.

Instead, they insist on direct representation at the talks, and their call has been supported to-day by other members of the Loyalist grouping. At this stage, however, there seems no prospect of the British Government's changing its approach, and yesterday's demonstration in the Assembly is likely to confirm the decision to exclude them. Brian Faulkner, who caused the Assembly to be adjourned in the chaos yesterday, is taken as a possible forerunner of the kind of wrecking tactics Mr. Paisley might be expected to adopt in Council of Ireland discussions.

Nevertheless, despite the wrecking of the afternoon's proceedings yesterday, Mr. John Taylor, a member of the unofficial Unionist group, felt able to appeal to-day in the name of democracy for Mr. Paisley, Mr. Craig and Mr. Harry West, the unofficial Unionist leader, to be allowed to take part.

He said: "If the elected representatives of Loyalist opinion are to be denied their democratic rights then they will lose the initiative to the more militant leaders, who will argue that violence is the only alternative."

The Loyalists base their claim on Section 112 of the Government's White Paper earlier this year, which stated that after elections in the Province the leaders of political opinion would be invited to general discussions on North-South relations. The Government takes the view that the situation has moved on considerably since the White Paper and that the best prospects for progress lie with the parties which have agreed to work the Constitution Act and form an Executive.

The threat of Loyalist disruptions at future meetings of the

Mass rally

One reason for the frustration which lay behind yesterday's demonstration was evidence from opinion polls and other soundings that an overwhelming majority of Roman Catholics and a substantial majority of Protestants want to see the new arrangements work. The Loyalists know the tide is likely to run even more strongly in favour of the Executive in the weeks ahead, and they realise efforts have to be made to reassure their supporters that opposition is continuing. It is this which lies behind the decision to organise a mass rally and a delegate conference next week.

On the other side of the fence the SDLP will begin its annual conference here to-morrow and is expected to back in a mood of self-congratulation following the success of the Executive talks.

A number of critical motions—all of them submitted before last week's talks were concluded—have been put down, including one declaring Mr. Brian Faulkner unacceptable as leader of the Executive. Other motions call on the party to stay out of the Executive until internment is ended and not to agree to a Unionist majority.

But while the party has given way on these points, its leaders will be able to point to the important posts secured on the Executive and to the progress likely to emerge from tripartite talks towards a meaningful Council of Ireland. This is likely to be enough to win support from delegates for the deal secured so far in the negotiations.

WINE SALE

Some clarets are cheaper

BY EDMUND PENNING-ROWSELL

AT A TIME when new records are being established daily in the salerooms, in the wine auction room many wine prices are experiencing a détente, if not an actual decline.

As was shown in yesterday's thinly-attended fine wine sale at Christie's, this is largely the result of a drop in the massive trade support and persistent U.S. buying that in the last two years have done much to raise prices, particularly of the growth prices. Trade and U.S. buyers, however, were not absent yesterday from a sale whose most notable feature was the offer of more than 60 dozen of fine old claret from the cellars of a leading Bordeaux wine family.

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Union leaders leaving Transport House, London, yesterday following a national delegate conference of Britain's 15,000 ambulance men. It called for an immediate ban on all but accident and emergency calls. With Mr. John Cousins, a national secretary of the Transport and General Workers' Union (left, foreground), are Mr. Jack May, assistant general secretary of the National Union of Public Employees, and Mr. Charles Donnet, a national officer of the General and Municipal Workers' Union.

Baglan Bay dispute: major cut back by BP Chemicals

BY RAY DAFTER

ONE OF Britain's leading chemical companies—BP Chemicals—yesterday announced a major cut-back in supplies of materials as a result of the industrial dispute at its important Baglan Bay complex.

The reductions in supplies of materials such as PVC, styrene monomer, ethanol and vinyl acetate will seriously aggravate the general chemicals supply situation in the U.K.

Because of feedstock and plant problems, processors—particularly plastic moulders—have been filing it increasingly difficult to obtain supplies—a

situation which could affect all industries using plastic commodities.

Production at the Baglan Bay plant, which has just been expanded at a cost of about £15m, has been virtually at a halt for well over a week.

The shut-down came at a time when BP Chemicals was about to bring into operation for the first time its \$40m. ethylene plant, damaged by fire as it was about to be commissioned in February. It has since operated at well below capacity.

The company yesterday warned that its output of PVC from

South Wales would cease from the beginning of December. It could take perhaps two weeks to resume supplies once the plant is back in operation.

The production of styrene monomer—the plant has a capacity of 220,000 tons a year—has also been stopped since November 15.

In view of the monomer cut-back, BP says its polystyrene production at Stroud will also be affected.

In addition the supply of vinyl acetate had temporarily ceased with deliveries of ethanol restricted.

Right of appeal in credit Bill

FOLLOWING criticism from

both sides of the House of Commons Standing Committee on the Consumer Credit Bill, Mr. Michael Heseltine, Minister for

Aerospace, agreed yesterday that independent appeals procedure should be provided for in the Bill.

He gave an assurance that the Government would consider the matter in depth and seek a speedy solution to bring before the committee.

Members had expressed anxiety that the Commissioner would have an unchallengeable right to put a company or small trader out of business by refusing or revoking a licence.

An Opposition amendment, later withdrawn, sought to give the House the right of appeal to the Secretary of State from any decision of the Commissioner other than on a point of law.

In moving the amendment Mr. Ernest Perry (Lab., Battersea S.) said he had received communications about the matter from the Finance Houses Association and the Provident Cloth-

ing Supply Company, and there were small credit traders in his own constituency.

"The complaint was that the Commissioner had wide discretion in dealing with applications for licences, and in refusing or revoking a licence he could end an applicant's business."

"The Commissioner's decision could not be challenged by independent appeal."

Mr. Edward Taylor (C., Cathcart) described it as a "frightening power" to give anyone, "the power to take away the livelihood of a firm or individual without any second appeal."

Mr. John Gort (C., Hendon, N.) said a form of appeal was absolutely essential.

Mr. Alan Williams (Lab., Swansea, W.) said that if the Bill were allowed to go forward in its present form it would be a major contravention of the rule of law.

Mr. Heseltine said he appreciated the anxieties on both sides of the committee, but he believed there should be an appeals procedure.

Asking the committee to leave the matter with him so that he could take advice and have further discussions outside Parliament, Mr. Heseltine added: "We are trying to protect people's livelihoods and to see that justice is done."

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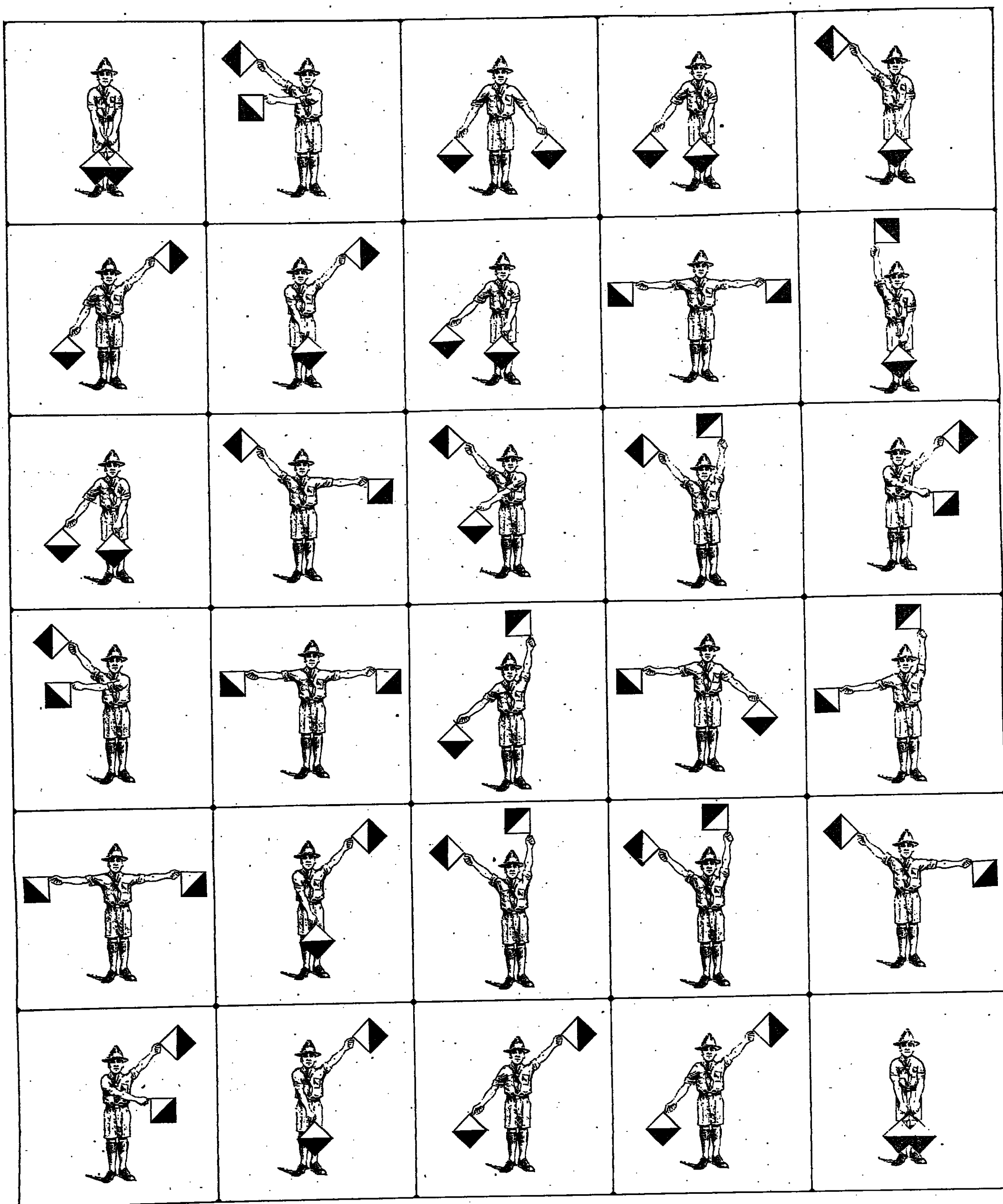
Mr. Heseltine said he appreciated the anxieties on both sides of the committee, but he believed there should be an appeals procedure.

Asking the committee to leave the matter with him so that he could take advice and have further discussions outside Parliament, Mr. Heseltine added: "We are trying to protect people's livelihoods and to see that justice is done."

Mr. John Gort (C., Hendon,

N.) said a form

JPK 101550



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Government rejects criticism of nuclear corporation

BY RICHARD EVANS, LOBBY CORRESPONDENT

THE GOVERNMENT yesterday rejected criticisms by the all-party Commons Select Committee on Science and Technology on the structure of the National Nuclear Corporation.

In its report on nuclear power policy last July the committee criticised the structure of the new corporation set up to manufacture the next generation of nuclear reactors on the grounds that the Government should take a larger stake and should not allow any company more than a 1 per cent share.

In its reply, published as a White Paper yesterday, the Government stated that the basic need for the new company was unified management under the supervision of a shareholder who had a substantial financial commitment as well as experience of the industry—hence the choice of General Electric as the major shareholder.

This, the Government believes, provides the best respect for the National Nuclear Corporation having the commercial, financial and managerial strength to meet U.K. requirements for nuclear power plants and to compete successfully in export markets.

CEGB hopes for go-ahead at Dungeness

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

THE CENTRAL Electricity Generating Board hopes to gain permission to build a third nuclear power station at Dungeness in Kent. The station would cost in the region of £500m. and have a capacity of 3,900 megawatts, more than twice the output of the two other stations.

If the plan is finally approved without delay the new station could be producing some electricity for the south west of London by 1980-81.

Giving this news yesterday, the CEGB emphasised that the application was in line with its already-declared commitment to a massive atomic power programme and had nothing to do with the current fuel crisis.

The proposed station would cover around 100 acres of the Board's 225-acre site at Dungeness. The "A" station at Dungeness came on stream in 1969 and has a capacity of 50MW, but for technical reasons its output is held at 410MW.

The "B" station is due to come into operation in 1978, with a 1,200MW capacity.

CEGB plans for three other new nuclear stations at Sizewell, Suffolk; Portkewitt, Monmouthshire and Heysham, Lancashire, have received initial Government consent.

The Dungeness application covers all the reactor systems currently under review by the Government and the National Nuclear Corporation—advanced gas-cooled (AGR), high temperature (HTR), steam generating heavy water (SGHWR) or light water (LWR).

It is known that the CEGB favours the American-type light water reactors, but a Government decision on this is not expected until the end of January or the beginning of February next year.

Norsk Hydro drops out of Teesside plant project

BY RAY DAFTER

NORSK HYDRO, the Norwegian group which has been discussing with ICI the possibility of building a joint ethylene plant at Teesside, has now definitely shelved the plan.

This follows a decision by the Norwegian Government that Norsk Hydro should be involved in a joint Norwegian cracker project, based on processed natural gas condensate from the North Sea. Statoil—the State-run oil company—and Saga Petroleum will also be involved in the venture.

The announcement in Oslo means that ICI is likely to participate in a joint British venture. ICI said last night that discussions with other companies were still proceeding.

It is expected the company will link with BP Chemicals and Shell Chemicals to build a £100m. cracker. Teesside is regarded as the most likely site.

In the Norwegian project, Norsk Hydro will have chief responsibility in the new cracker company and will own the majority of shares, according to a Government statement. The Government has also said it favours the establishment of an additional company to produce polyethylene and polypropylene, again based on the trio. The cracker and associated plants will cost about £155m.

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NORTH SEA OIL REVIEW

Drillers find themselves in troubled waters

BY ADRIAN HAMILTON

THREE WEEKS of sustained bad weather has retarded exploration progress in the North Sea. After storms in which 100 m.p.h. winds and 50 to 60 foot waves battered the rigs, both Shell's Staffa and BP's Sea Quest have had to put into port for several weeks of repairs. Drilling on many of the northern wells, including the crucial Burmah and BP's Ranger holes on 3/3 and 3/8, has been delayed and rig moves by Total, Occidental and others are behind schedule. After the rather mild winters of the past two years, the exploration industry is beginning to fear that the much-predicted "winter of discontent" has arrived.

Nevertheless, with the weather now breaking for the better, the area has been far from inactive, although results have been mixed. Several groups, including Conoco at 211/28, Unocal at 2/5, and Phillips at 2/10 and the Petrozoro group at 25/4 in the Norwegian sector, are testing hydrocarbon finds of varying degrees of promise. But Occidental at 15/11 in the U.K. sector and Ashland at 29/16 in Norwegian waters, have both drilled dry and disappointing holes.

Important

The most important of these wells is undoubtedly Conoco/NECB/Gulf's final testing of its 211/28 oil discovery east of the

Shetlands. The find is unquestionably a major one with the possibility that further drilling could prove it a giant. It lies across the dividing line between Conoco's block and Amoco/GC/Mobil's adjoining block to the west at 211/27, and some estimates put the potential as high as 200,000 barrels a day or more. Testing has commenced and the results should be announced—possibly at the same time as a joint Conoco/Amoco agreement to develop the field—within the next two weeks or so.

Uncertain

Other successful oil or gas wells in the North Sea at present are of more uncertain quality. The French-led Petro-Pan Ocean group has a optimistic glow on the find, there is some doubt as to whether and condensate in its second well on the Heimdal Field. No detailed results have been announced. But reports in the industry suggest that the well was in some ways disappointing and that the size of reserves in the field (once estimated to be around a third to a half those in the giant Frigg Field just to the north) may have to be downgraded somewhat.

Such a result, while not disastrous, could have political repercussions. The Norwegian Government—which appears to be fairly determined to pipe some gas from the area across the Norwegian Trench—now may have to look more to Frigg for the necessary supplies.

Of the other finds being tested, Unocal's oil discovery at block 2/5, south-west of the major Brent, Dunlin and Thistle group of fields, clearly has some promise of proving commercial. But the well has

still to be fully tested and, while reports from the U.S. suggest drilling in the area, causing companies to drill much deeper as well as increasing the number of potentially interesting targets for further drilling.

Damage

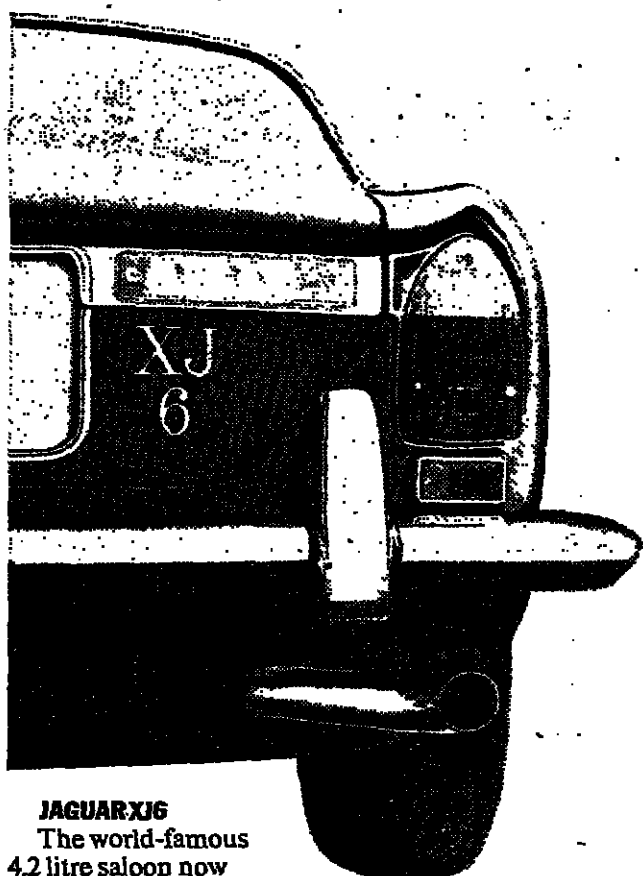
The first well, drilled two years ago, unfortunately was never completed because of damage to the rig. The structure being tested is large and the group intends to drill much deeper than most wells in the area to try to test the main prospects in the Jurassic. This is a horizon that has been little drilled in this area of the North Sea, where the major finds at Forties and Montrose have been made in shallower horizons. It could have interesting implications for others.

The block, incidentally, is part of the Sun Oil acreage (blocks 16/21, 22/1, 22/8 and 22/13) in which a number of British interests, including Bowaters, Phipps Oil, Hampton Gold Mining Areas, and the recently formed Clyde Petroleum exploration investment concern, have agreed to take an 18 per cent interest. The Clyde Petroleum issue of shares closed yesterday, fully subscribed. The farm-out of Sun's interest, which is part of a deal under which the British interests will take a 35 per cent share in applications for new North Sea acreage, has yet to receive the approval of the Department of Trade and Industry. But it is the kind of deal that the Government, which is increasingly anxious to see greater British participation in exploration, would like to encourage.

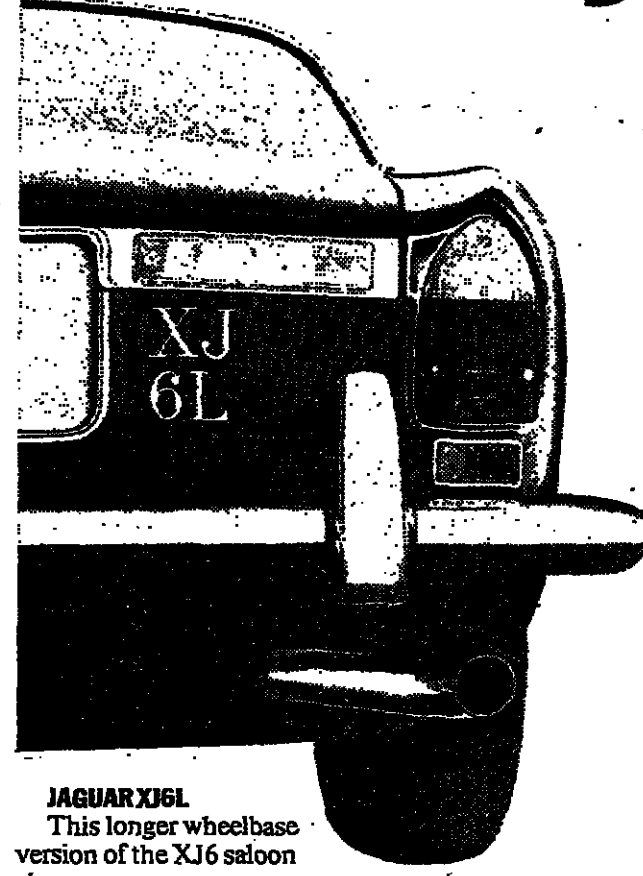
Back among the rigs, BP's Sea Quest and Shell's Staffa last week retired to the Firth of Forth with damage to their anchor systems. BP hopes to have replaced its anchors and repaired the rig in time to return to its location on block 15/26 early next week. Shell is now lowering Staffa to Rotterdam for repairs and hopes to return to its suspended well on block 21/30, just west of Auk, in about two to three weeks. Both wells were well advanced when the storms interrupted progress. The decision of the two companies to return to the locations—especially in the case of BP, which was thought to have virtually completed its well—suggest that they are planning deep wells.

In new rig movements the most important but be Mobil's decision to move the new Waage 1 semi-submersible to drill the first well on the Norwegian block 33/12. The block was gained earlier this year by a consortium of companies including Shell/Esso and Conoco, with heavy work obligations and State interest clauses attached.

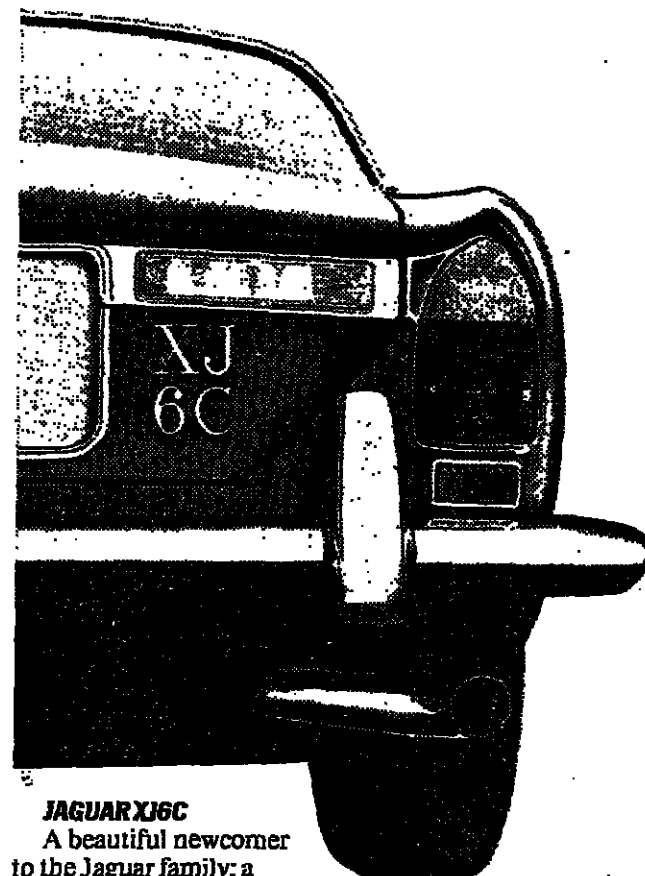
How to tell which Jaguar is ahead of you.



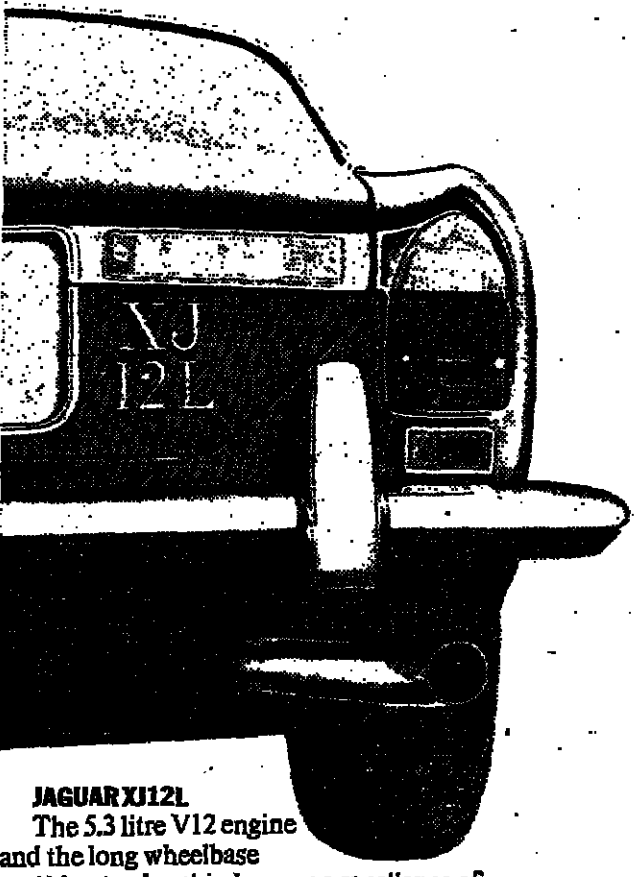
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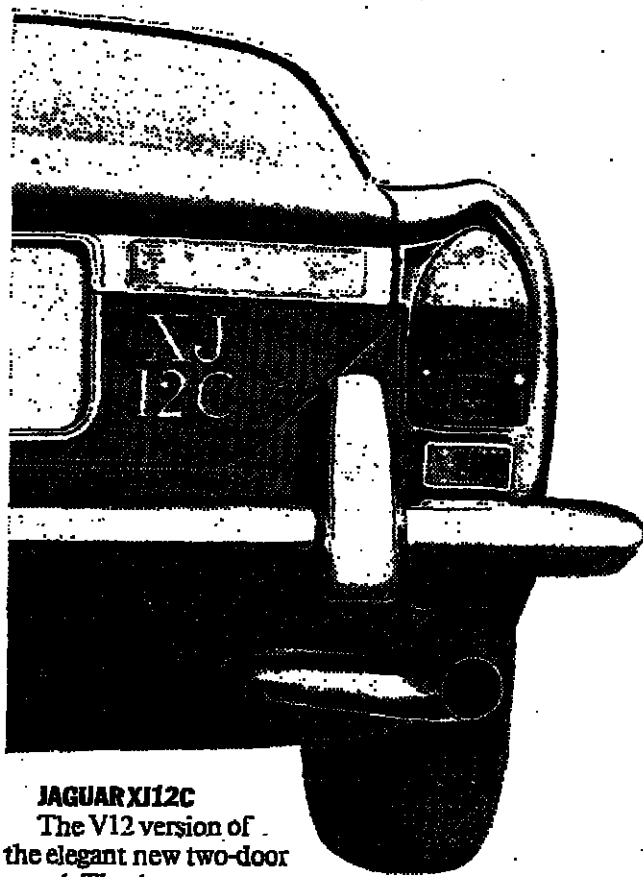
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Big shareholders 'should be subject to insider laws'

BY NICHOLAS OWEN

MAJOR SHAREHOLDERS should also be liable to prosecution for "insider" share dealing under the Government plans for Company Law reform, says the British section of the International Commission of Jurists.

In a memorandum to the Department of Trade and Industry, Justice comments: "Major shareholders, particularly if they are members of a controlling group, often have regular access to information not available to the general public, and we do not see why they should not be treated as insiders."

As already suggested to the DTI, Justice reiterates its belief that the "insider" who gives a tip, as well as the "outsider" who acts on it, should be liable to court action.

"We accept that it would often be difficult to detect cases in which outsiders had acted on tips but we think that the fact that the giving of or acting on a tip would constitute a criminal offence would considerably reduce the incidence of tips even if the detection rate was low."

The ICI considers that the Stock Exchange's present 10 per cent requirement should be the level at which individual shareholding should be disclosed.

Companies should issue half-year directors' reports, says Justice, "which would contain the same information as the annual report, with the exception of such information as is of little commercial significance, such as political or charitable contributions, or would require an additional audit."

HOME CONTRACT Coal order worth £1m. for Murphy

The Murphy Group has won a contract worth over £1m. for recovery of 400,000 tons of the east coal for industrial use, as the reclamation of about 150 acres of virtually derelict land as part of the Telford New Town development. The contract has been placed by the National Coal Board's Opencast Executive in the work involved should be about three years.

Varta (Great Britain) has been awarded a £150,000 Home Office contract to supply recharged batteries to be used with the Pockefone, Pye Firearm, Alerters, and Burndept BE pocket sets.

Allen Brothers (Lancashire) has commenced work in the construction of a three-story office block in Southport. The contract, awarded by Stephen House Properties is worth £200,000, and due for completion in November next year.

North East campaign for engineering training

FINANCIAL TIMES REPORTER

A GOVERNMENT campaign was launched yesterday to encourage engineering training in the North-East which, despite its unhealthy position in the unemployment league, has a serious shortage of skilled labour.

Mr. Dudley Smith, Under-Secretary at the Department of Employment, told a conference of employers and trade unionists at Washington, County Durham, that training programmes will be stepped up over the next two years.

Engineering in the region needs 700 workers, chiefly welders. More than 100 companies are paying the wages of men who agree to take engineering courses at the region's six Government training centres.

The Department of Employment is to sponsor training weeks in selected towns. The old bogey that shop floor militants refuse to accept non time-served workers in recognised skilled trades has been laid, claimed Mr. Smith.

Over the next two years the Department of Employment intends to raise the number of places on Government and company-sponsored courses in the region from 3,674 to more than 5,000.

In addition to asking employers and unions to urge unskilled workers to undertake training the Department of Employment is also mounting a two-week advertising campaign.

STUDY OF HOTELS STAFF SHORTAGE

The hotel and catering industry in the North-East is to set up a study group to examine reasons for a staff shortage there. Interviewers will visit a third of the area's hotels and restaurants in January and their results will be passed to a university research team for analysis.

A spokesman for the Hotels, Restaurant and Caterers' Association said the problem involved both recruitment and retaining existing staff.

London facing 'emergency' over housing and homeless

FINANCIAL TIMES REPORTER

LONDON FACES a state of emergency in housing, Mr. Lou Sherman, chairman of the London Boroughs Association, said yesterday. He was commenting on the news that the number of people living in bed-and-breakfast accommodation paid for by the 32 boroughs doubled between December last year and June this year.

Figures published by the Department of Health and Social Security show there were 767 homeless families (2,402 people) in such lodgings, compared with 375 families (1,165 people) six months earlier.

Mr. Sherman said: "We have pressed the Government for many months for the powers and money to tackle the emergency. How much worse must the situation get before there is a response?"

Nearly 2,000 people were admitted to other Borough-run temporary lodgings and to council houses in the second quarter of this year, 41 per cent more than in the same quarter last year.

Single people Another note of alarm about the housing situation was sounded yesterday by the charitable organisation Crisis at Christmas, which said more single people were becoming homeless than ever before. The pressure on the relief agencies involved indicated that the situation had got worse this winter.

The agency attributed this to the fact that the number of common lodging-house beds is shrinking because rising property values make the hotels unprofitable.

In addition, the numbers of single people looking for some where to live was swelled by

young people leaving home to start a new life in London, a number of whom are being returned to society in order to ease pressure on hospitals, when many areas, there is no community care available.

Rent advance The agency suggests that should be more places where young people can go to get emergency accommodation. The could even be advanced the first month's rent on a bed-sitter of social security funds.

In the longer term, the Government could consider financial common lodging-houses for single wage-earners. Local authorities should be encouraged to place more emphasis on its for single people in their housing programmes, and voluntary agencies should be encouraged to set up "supportive" hostels.

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YOUNG MAN, with sound marketing background and capital, seeks to acquire small company manufacturing food or other consumer goods. Arrangements could be made to suit prospective purchaser. Write Box E.1790, Financial Times, 10, Cannon Street, EC4P 4BY.

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We are acting for clients interested in acquiring an established company engaged in the import/export field, preferably generating a minimum £15,000 gross annual profit.

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with sales over £300,000 regardless of profits. Anywhere in U.K. Flexible approach to continuity of management and participation by present owners. Principals or agents please write Box E.1805, Financial Times, 10, Cannon Street, EC4P 4BY.

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Hanover is fully invested in property. It is, however, receiving a steady flow of new subscriptions and wishes now to enter into further commitments to retain its fully invested position and is, therefore, looking for investment.

Hanover Property Unit Trust

Financial Advisers: Samuel Montagu & Co. Ltd.

Details of suitable properties should be sent direct to the Managing Agents:-

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20 Hanover Square, London W1R 0AH. Telephone 01-629 8171

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The Financial Times is sponsoring a yacht in the Round Britain and Transatlantic races. DAVID PALMER, who will sail her, reports

A trimaran to face the Atlantic challenge

HE WILL be called "FT." He will be just under 35 feet long, and just under 28 feet on the waterline. Her centre hull looks rather like a sleek, well-tapered cigar, her two outriggers as sharp and narrow as knife-blades. She will, of course, be painted pink—FT salmon pink. She will probably be launched on March 2.

"She" is a racing trimaran. He is now roughly half built. In 1976, she will enter the Observer Singlehanded Transatlantic Race. Next year, to arm up for the Atlantic, she will race in the Observer Round Britain Race, the principal offshore event in Britain next summer. In both races, she will be competing for the small boat prize.

Hard-fought

The small class for the Round Britain Race specifies boats under 35 feet overall; for the Transatlantic Race, the limit is under 28 feet on the waterline. The same boat, I feel, can win both prizes, although a 28-foot waterline will not be ideal for Round Britain. To some extent, the boat's maximum speed is governed by its waterline length, so that in the Round Britain, FT will have to compete against boats that are potentially faster.

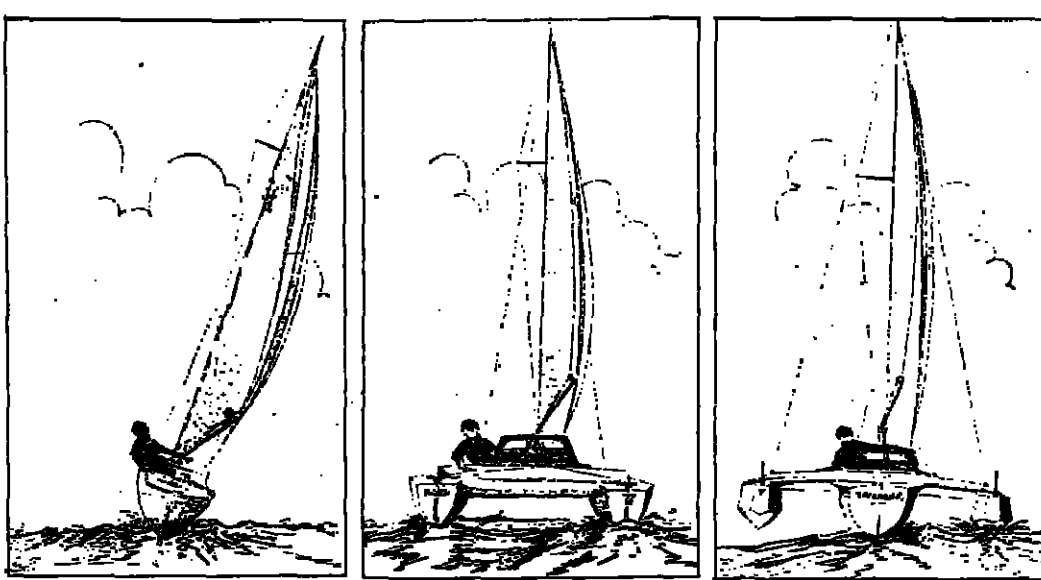
Why the small class? This is here much the best racing will be found, and where there will be the biggest entry.

To build a really big boat would cost at least £70,000—and that is before things start to go wrong. Very few people—particularly the sort of people who race Transatlantic—can raise that sort of money. Looking at the rules, it seemed that the "best" prize to win in the 1976 Transatlantic, the prize that would be most hard-fought and attract by far the largest entry, would be the Jester trophy for the small boats. That is FT's objective.

The co-helmsman for the two-man Round Britain Race will be Luke FitzHerbert, an experienced ocean racing crew who works for the Sisco division of Singer developing computer generated microfilm systems. Last January and February, we had a series of meetings with boat designers, and discussed every possible option, including even a hydrofoil catamaran.

Out of these discussions came the first and most critical decision we took. The boat was not going to be revolutionary (as a hydrofoil cat, for instance, would have been). A proven designer would be chosen, and asked to develop his existing design to suit our requirements. Since then all suggestions of new and/or revolutionary equipment have also been turned down. Every fitting on the boat will have been on the market at least two years.

The logic of these two decisions is simple. To win either of these two races, the construction of the boat must



A traditional Monohull (left) relies for stability on a heavy lead keel. Advantages: virtually uncapsizeable, stronger construction. Disadvantages: slower speed; in a wind heels over, so less comfortable; if holed, sinks. Multihulls (catamaran centre, trimaran right) are kept upright by their width, on the same principle as a raft. Advantages: faster because lighter; more comfortable (virtually no heeling in a wind); stay afloat if holed. Disadvantage: in extreme conditions, may capsize, and once over are virtually unsalvageable without assistance. A trimaran, with most of its weight on the centre hull, is widely regarded as more stable than a cat, but cat enthusiasts dispute this.

be trouble-free. The history of sailor to do the things that on since a single-handed sailor both races is littered with a normal ocean racing boat are could only use one winch at a time, the boat should only have one winch. The idea lasted about a week before its more sophisticated Gibb's competitors emerged. But were, but how sturdy Gibb was, they have not yet entered any and for these races "sturdy" of their boats for next year's Round Britain and Transatlantic, will be broken in all classes. That is the speed at which development of this kind of sailing is moving.

Almost all previous single-handers have been built and designed by people who thought in terms of multi-crew boats. On this one we tried to get rid of all our prejudices, and start from scratch. At one time, for instance, it was decided that for a trimaran took us to Derek Kelsall, who specialises in designing this sort of boat. Kelsall won the 1968 Round Britain Race in one of his trimaran designs. He was an early leader in the 1964 Transatlantic race before his rudder was carried away by an underwater object.

Baron has promised the kind of challenge, an organisation has been formed to beat the French Kelsall won the 1968 Round Britain Race in one of his trimaran designs. He was an early leader in the 1964 Transatlantic race before his rudder was carried away by an underwater object.

Builder

Other designs of his have been outstanding performers. He is also in a position to build a boat at his own yard—no problems there about non-communication between designer and builder.

In June, the Financial Times said it would sponsor the boat; in July, Hood Sailmakers agreed to do the sails, and International Yacht Equipment to do the spars. I say "agreed," because Peter Dove of Hood and Terry Pearce of IYE were also asked to attend design meetings. At the end of the last meeting, it was confidently agreed that the boat was uncapsizeable, and that everything would work. We'll see.

More recently, much thought has gone into decisions about winches and instruments. For training months before the race, winches, Gibb has been chosen and only being satisfied if they are at least one all-girl crew. It is already looks like a record entry, and the one near-certainly is that the course records, both of Round Britain and Transatlantic, will be broken in all classes. That is the speed at which development of this kind of sailing is moving.

What of the race rivals? One of them, Alain Colas, has just broken Francis Chichester's single-handed record from Europe to Australia; another, Eric Tabarly, has been averaging more than 200 miles a day in his new tri in the Whitbread Round the World Race, after losing his mast early in the race.

These two are expected to lead the French challenge in both the Round Britain and the Transatlantic races. In recent years, the French have become the "bêtes noires" of single-handed racing. In the last single-handed race, the French cleaned up—they took first, second and third, five of the first eight places, and also the small boat prize.

Challenge

Not only that, but French yachtsmen, particularly Colas and Tabarly, are well known for such un-British activities as planning their challenges well in advance, going into strict training months before the race, and only being satisfied if they are at least one all-girl crew. It is already looks like a record entry, and the one near-certainly is that the course records, both of Round Britain and Transatlantic, will be broken in all classes. That is the speed at which development of this kind of sailing is moving.

All-girl

Down in Swanage, Simpson Wild is building two trimarans, for unnamed owners, and describes two more as "on the boil." There are rumours that three Pros are under construction. Among next year's entries already are a priest, an architect, a solicitor and a bank manager. Waiting in the wings is at least one all-girl crew. It is already looks like a record entry, and the one near-certainly is that the course records, both of Round Britain and Transatlantic, will be broken in all classes. That is the speed at which development of this kind of sailing is moving.

City planning clause to help small businesses

BY PETER RIDDELL, PROPERTY CORRESPONDENT

A MAJOR move aimed at helping professional bodies and small businesses in their search for space in the City of London. The Common Council decided yesterday that in certain cases will impose a condition in planning permissions requiring the provision of small units. At its meeting yesterday, the council approved an application for annual statements—continued

SOCIETE INTERNATIONALE PIRELLI S.A.

BASLE, SWITZERLAND.

The Annual General Meeting of SOCIETE INTERNATIONALE PIRELLI S.A. was held in Basle on October 24, 1973 and the following is a summary of the report and Accounts for the financial year ended June 30, 1973.

The financial year 1972-73 closed with a net profit of Frs. 28.37m. as compared with Frs. 23.11m. the previous year. These results were considered satisfactory bearing in mind general monetary instability, currency revaluations and inflation throughout Europe, which particularly affect the activities of multinational companies.

Pirelli/Dunlop Joint Venture Provision has been made for losses on Pirelli S.p.A. shares to Stock Exchange quotations: the Italian affiliate of the latter, Industrie Pirelli S.p.A., in which the industrial activities are concentrated, has been recently reorganised under a 5-year plan. Prospects for the DENOVIO tyre are most promising.

Activities in the U.K. Sales for Pirelli Limited were considerably above those for the previous year, especially in the tyre sector, and enabled a gross dividend of 17 per cent. to be distributed. The run of business Pirelli General Cable Works continued to be favourable and the sales for 1972 reached the very high level of the previous year; an unchanged gross dividend of 12.5 per cent. was distributed.

Other Affiliates In Spain, the turnover of Productos Pirelli S.A. increased 19 per cent. A gross dividend of 16 per cent. was distributed. Although sales of the Greek affiliate, Pirelli Hellas S.A., were in line with those of the previous year, profit margins were narrower and the gross dividend reduced accordingly from 10 to 8 per cent. In Turkey the big improvement in the local economy is reflected in sizeable growth both demand for and sales of company's products. A gross dividend of 20 per cent. was paid. In 1973 is showing further growth in turnover, but prime costs of production and overheads are rising at about the same rate.

In Canada and Mexico results were reasonably satisfactory; they were again very good in view of connection with the expansion of the country, and in view of unsettled economic and financial conditions in Argentina and Peru, the level business in these countries was well maintained.

Results The balance sheet total at 30.6.1973 amounted to Frs. 721.73m., a reduction of Frs. 17.95m. compared with the year, which was due to a reduction in the company's investments in affiliates and repayment of bank accommodation. The dividend to be distributed to shareholders, equivalent to Frs. 9.80 after tax, payable on October 26, 1973 against coupon No. 13. The Report, the Accounts and the proposals put forward by the Board were adopted.

from MEPC for a change of use from warehousing to offices on a 2,965 square feet five-floor building at 19, Devonshire Row, subject to the condition that the property will be divided into self-contained units of not more than 380 square feet and be occupied solely by accountants, solicitors, surveyors, architects, insurance or shipping brokers and employment agencies.

This is the first time any such condition has been included in a planning permission although there has been increasing concern expressed by both the City Corporation and a number of representative bodies about the worsening plight of small businesses looking for space in the City.

Apart from rising rents, the essential problem has been that many new developments are intended for either a single tenant or only three or four occupiers, and premises used by small businesses have had to be demolished to make way for these schemes.

Legal points

Until now, however, the problem has been that the City Corporation as a local planning authority has felt unable because of legal uncertainties to insert a condition in a planning permission requiring developers to provide small units.

The situation has changed because of a recent decision about a planning appeal so that the Corporation sought counsel's opinion on the validity of including a condition in a planning permission on the division into self-contained units of offices and restricting the occupation to a particular profession or business.

Counsel advised that this condition could be imposed so that the Corporation now hopes that some progress can be made in providing office space along these lines in suitable cases.

The Corporation has already been working in this direction by arranging for certain land owned by itself and under its control to be developed in small units for professional firms. MEPC itself is at present developing a building block over Mansion House tube station to be divided into small units.

Air Board target is 8% return

Financial Times Reporter

IT WOULD be reasonable to expect the British Airways Board to achieve a return of 8 per cent. on its net assets during its first three years of life. Mr. Michael Heseltine, Minister for Aerospace and Shipping, maintained yesterday.

So this would accordingly be formally fixed as the Board's financial objective for the period 1972-75, he said in a written Parliamentary reply.

In the year to March 1973, the Board made an operating surplus of £31.9m. on net assets of £502m. A return of 8 per cent. on these assets would have involved a £42m. surplus.

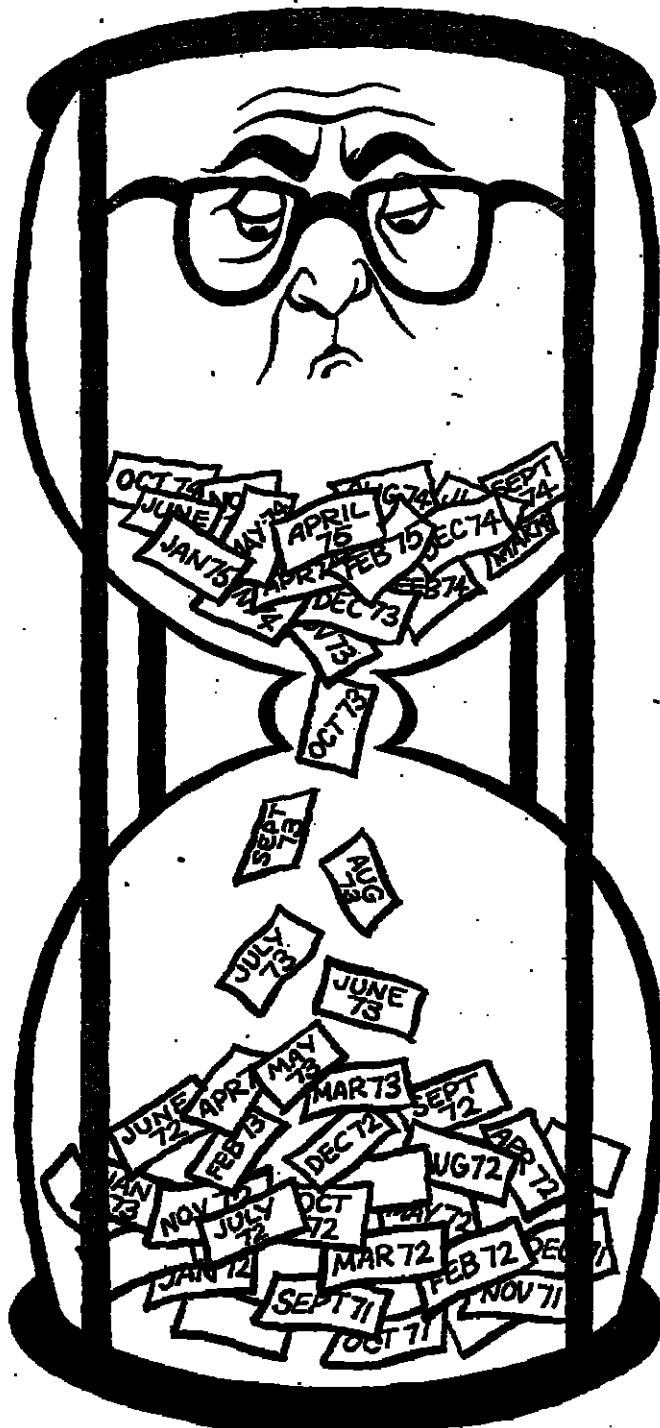
In another written reply the Minister said the two air corporations which were merged to form the Board would be finally dissolved on April 1. Referring to the change, Michael Doonan writes: The Department of Trade and Industry, in a comment on the third report from Mr. David Nicolson, chairman of the Board, says "satisfactory progress" has been made in merging BOAC and BEA into one airline. Already the name British Airways is being used increasingly.

Employers: Time is running out. Get your pensions plans worked out now.

Don't be lulled into a false sense of security. You may think you've got plenty of time to introduce a Recognised Company Pension Scheme (RecomPension Scheme for short). But your advisers—the people who have to do the work—don't have much time at all. Long before April 1975 the available advice will be in very scarce supply. Leave things till the last minute and your company could be left out in the cold.

Follow this step-by-step plan of action

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If you already operate a scheme, they'll tell you what amendments are necessary to get it recognised. If you want to run a company pension scheme for the first time—they'll be able to tell you what sort of scheme would suit your company best.
- 2 Study the facts. Be ready to act on professional advice**
Valuable time can be lost if you are not ready to act right away.
- 3 Allow time for minor amendments**
Because a RecomPension Scheme is individually 'tailored' to your business, you must allow time for your advisers to tie up final details.
- 4 Put your RecomPension plans up for approval by your board**
Make your own assessment of how much time must be allowed for obtaining Board approval.
- 5 Tell your employees about it**
You have probably already consulted employee representatives, but in any case you must give employees two months' formal notice that you intend to apply to the Occupational Pensions Board for your scheme to be recognised.
- 6 Apply to the Occupational Pensions Board for recognition**
After you have made application to the Occupational Pensions Board, your employees must have at least another 14 days in which to make representations to the Board.
Expert help from your advisers will guide you through this action plan, but if you haven't taken the first step already, today is the time to act.



A life's work deserves a

RecomPension

* Recognised Company Pension

A Recognised Company Pension (RecomPension for short) is a name given to a company pension which meets the new Government standards for pensions set out in the Social Security Act 1973. You can get specific advice on RecomPension Schemes from your usual advisers, and general information is available from the sponsor of this advertisement, the Company Pensions Information Centre, 7 Old Park Lane, London W1Y 3LJ. Telephone: 01-493 4757

The Company Pensions Information Centre is sponsored by the following insurance companies:

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APPOINTMENTS

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£15,000-£20,000

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The identity of candidates will not be revealed to our client without prior permission given during a confidential discussion. Please send brief career details, quoting reference number to the address below, or write for an application form, and advise us if you have recently made any other applications.



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£10,000+

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Write Box T.2898, Financial Times, 10, Cannon Street, EC4P 4BY.

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ANGLIA

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ANGLIA

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Qualifications preferred but not essential. A minimum of five years experience is necessary. Main requirements are drive, energy and ambition. Substantial salary with attractive fringe benefits, including excellent pension scheme.

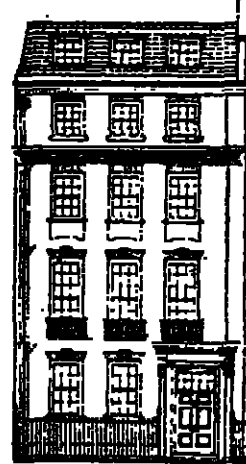
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APPOINTMENTS
ALSO APPEAR TODAY
ON PAGE 16

JPK10150

The Executive's World

EDITED BY
JOHN TRAFFORD

Where Europe stands on multinationals

BY A. H. HERMANN

An attempt to organise a common European front on the multinationals is getting a mixed reception in the inner chambers of the Brussels Commission. The Commission is not yet a single body. It is a collection of committees, the most important of which is the Committee in charge of industrial policy. But his Director General, Ronald Grieson, opted out of the discussions and rumours of a common front. He is not a member of the committee, but he is a member of the Council of Ministers. He is not a member of the Council of Ministers, but he is a member of the Council of Ministers.

It is not quite clear what the range is in lumping together a number of proposed controls, each controversial enough to pass through the Council of Ministers. It is not clear what the range is in lumping together a number of proposed controls, each controversial enough to pass through the Council of Ministers.

These are the protection of the range is in lumping together a number of proposed controls, each controversial enough to pass through the Council of Ministers.

For a long time EEC policy towards the multinationals has suffered from schizophrenia. On the one hand it has favoured the establishment of large European companies able to compete on world markets. (This involves mergers.) On the other it has attempted to oppose other mergers and monopolies.

In general, British firms are in favour of an EEC policy which aims at the establishment of industrial companies on a truly European scale able to compete anywhere in the world, particularly in the high technology sectors. They also support the Commission in rejecting discrimination against non-EEC companies. As investments in the U.S. and Japan became more attractive, one can expect that the EEC, already a major exporter and importer of capital, will invest more than ever overseas. Defensive attitudes towards foreign investments in Europe could therefore damage the EEC's own interests abroad.

No such unanimous support can be expected from British industry when it comes to the controls proposed by the Commission. The Commission, it is claimed, does not really know how multinational companies operate and over-estimates their power to do mischief, particularly in the tax field. It is also claimed that many of the alleged abuses are not peculiar to the multinationals, and are pinned on them by the media. This is probably a rather extreme example of special pleading. But the recommendations that issues which are specific to multinationals should be separated from those affecting all companies, and that the problems should be considered in terms of direct inward and outward investment, are probably sound.

National laws

The disadvantages of multinational enterprises, it is argued, relate always to a particular country. The conclusion drawn from this is that they can be dealt best with by national laws, inter-governmental agreements, but never by negotiations with multinational trade unions.

The view of British firms seems to be that it is improper for the EEC even to encourage trades otherwise leave the region. True, Britain has its Government Training Centres, willing to train labour for new ventures in the regions. But they do not begin to compare with the centres at Angoulême, nor, indeed, with others I have seen in France.

The Charente region is roughly in the middle-west of France, not far from La Rochelle and Bordeaux. Its two main towns, Cognac, of brandy-making fame, and Angoulême, a town of 30,000 people, are both in the region. The fear is that as the farms employ fewer and fewer people, the region will lose young people in increasing numbers. About 1,000 of them youngsters are said to be going away every year. There are already some new factories, but the Charente



Altiero Spinelli, right, EEC Commissioner in charge of industrial policy, and his Director-General, Ronald Grieson, left, do not seem to agree on multinationals.

unions to organise a counterweight to the multinationals although the arguments sound rather weak. They point out that both the multinationals and international trade unions operate on a much wider base than the Nine countries of the EEC. While few would dispute that some control over the rules of the game for both when they meet on the playing fields of the EEC might still be useful.

The opposition to new anti-trust rules tailored to the multinationals is equally vehement. It is argued that to use controls "against mergers or acquisitions which do not seem essential for economic efficiency and moreover conflict with public opinion and the government's" would lead to great uncertainty. To base control on mere size, without reference to a relevant market, is also seen as objectionable because it might frustrate desirable mergers.

British firms seem to be inclined to discount the uncertainties of EEC monopoly control. After the Continental can decide the fear that any change might be for the worse leads many companies to say that Articles 85 and 86 of the Treaty provide adequate safeguards against the distortions of competition affecting trade between member States.

There is support for the proposal that member States should have a City-type code for takeovers and that stock exchange authorities should keep each other better informed. But there is opposition to the idea that the Commission should refuse authorisation for any proposed investment (whether it is a takeover or not) on the mere suspicion of tax evasion. And the idea of restrictions on the methods of financing takeovers does not seem to be favoured by British industry.

The measures proposed to stop evasion of taxation are even more strongly opposed, and many British companies can be expected to complain that they are in fact suffering by present tax laws. The possibility of multinationals switching profits to countries where they have the greatest tax advantages is discounted: the

half was a loan from the local Chamber of Commerce. The Fr.8m. a year it takes to run the centre includes repayment of that loan.

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Where training arrangements are made by firms, the 0.8 per cent training tax is paid to the training centre direct. "If someone is left over after three years, it goes to the Treasury," said M. Audouze, adding that firms which pay the tax directly to the State and fail to provide training "must pay 50 per cent more."

A neat trick, if ever there was one, which may explain why employers in France are so keen on industrial training, and why training centres flourish so well. The centre at Angoulême, already covering some 150,000 square yards, is still growing.

multinationals assert they are more concerned with avoiding double taxation than escaping taxation altogether.

The accusations that multinationals contribute to monetary instability by moving their cash from country to country is countered by the argument that the Commission over-estimates the amount of liquidity which multinationals can keep without impairing their return on capital, and by reference to British and American Government controls on the movement of spare balances between currencies.

There is a special law relating to groups of companies in West Germany, but most British firms seem to feel it is unnecessary and inequitable to try and extend it to the Community as a whole. It is claimed that parent companies are generally not managing the affairs of their subsidiaries in another country, and attempts to establish unified management for groups would not only be impractical but also cause differences between the EEC member governments.

On the relations of the multinationals with developing countries, British companies seem to find it odd that the Community should be a defender of the host Governments' interest and think it unlikely that these Governments would welcome such a paternalistic attitude. Joint ventures and management contracts are current practice, but it is feared that if the Community promotes their use host Governments would be encouraged to make extravagant demands on companies. The idea of attaching restrictive conditions to EEC investment "guarantees" would, moreover, make such guarantees useless as an investment incentive.

Surprisingly, the large companies believe that it would be better if the Community tried to conclude bilateral investment protection treaties with the developing countries. The idea of comprehensive statistical, investment and trading reports to make the EEC operations of the multinationals more open to scrutiny is an important part of the Commission's proposals. British companies seem to favour the suggestion that the Commission should pro-

duce an annual report based on information already available to member Governments or to the public, but they are strongly opposed to additional disclosure. Such opposition clearly stems not only from fear of the additional burden of statistical reports, but also from the suspicion that further information might be the basis for more controls later on.

Right forum

In spite of these reservations, it would be wrong to assume that British industry is totally opposed to the EEC proposals. It supports the scheme for Community industrial development contracts and for joint financing of industrial re-organisation across frontiers. It is felt that the OECD is the right forum for inter-governmental agreements on international investment rules and the bilateral investment protection treaties between the Community and the developing countries are welcome.

But British companies appear opposed to any action that would weaken the protection of patents and other industrial property rights. They do not like the idea of control over licensing fees. On the other hand, it is felt that the elimination of technical barriers to trade requires co-ordination both within the Community and with outside bodies to avoid unrealistic demands and wasted effort.

There is a feeling that in certain sectors time is running out for successful exploitation of European technology. Thus the Commission's programme for selective assistance to build up a European counter-force to overseas competition, is gratefully accepted. The Commission, so often distrusted, will be applauded if it uses its influence on member Governments to speed up programmes of State aid to industry.

Business books

● **Training for Communication**, by John Adair, the final volume in a training trilogy. The book is not only a practical guide to the subject but also attempts to show how the established principles can be applied in everyday life. Publishers: Macdonald and Janes, 49-50 Poland Street, London, W.1. Price £2.00.

● **The Multinational Man**, by Thomas Attkin. Multinationals and their managers are not in good odour at present. This book attempts to set the record straight. Publishers: George Allen and Unwin, address as above, price £3.95.

● **International Management**, by Gunnar Beeth. This is more of a guidebook on how to do it than an attempt to explain multinationals. Publishers: George Allen and Unwin, address as above, price £7.70.

French employers, of course, pay 0.8 per cent of payroll in young trainee, or apprentice, tax. They also have to pay another 0.8 per cent (going up to 2 per cent by 1976) in general training tax, to fund further training. It is to the employers' advantage, in fact, to come to an arrangement with a training centre, covering instruction of their employees for periods of three years. (The training plan, incidentally, must be approved by the works committees.) And "the firm cannot decide who should benefit from training."

It is the right of the individual, and those "who did not make it the first time" are favoured with the second choice. Where training arrangements are made by firms, the 0.8 per cent training tax is paid to the training centre direct.

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In John Komives' mind, "entrepreneurship" comprises the activities of everyone who puts together the necessary resources (innovation, capital, manpower) to launch a new and successful business.

"Entrepreneurship is characterised by an intention for growth, a degree of sovereignty and an intention to generate profits," he explains. Details from: International Symposium on Entrepreneurship and Enterprise Development, 8 East Long Street, Columbus, Ohio 43215, U.S.

The perks count more than ever

BY ROY LEVINE

THE STOCK market slump may be depressing for executives participating in share incentive schemes since it has happened at a time when many of their companies are making record profits.

Management's efforts may be geared to a five-year profits plan, but the stock market does not always oblige with higher share prices even over such a protracted period.

Yet, to judge from a survey carried out by Kiernan and Co. (U.K.), the headhunters, U.K. executives are still not as disenchanted with equity performance as the American counterparts. There, where the Dow Jones Industrial share index has hardly broken new ground since it first approached the 1,000 mark in 1966, top management now prefers straight cash bonuses to shares.

U.K. executives, though, have had a much smaller exposure to share incentive schemes. Only one-fifth of the Kiernan sample of 107 top managers had an equity participation. The proportion in the U.S. is nearer four-fifths.

Some managers, undeterred by the current slump, may feel that the present low levels of share prices present a good opportunity to get in on the ground floor, if only the government would lift its ban on share incentive schemes under Stage Three. This is borne out by the survey which shows that most top managers want a closer link between their personal fortunes and those of their company.

Donald Etheridge, managing director of Kiernan, says: "They want compensation more closely linked to effort and initiative than exists at present and feel that compensation packages geared to higher salaries are not sufficient incentive."

No less than 70 per cent of executives replying to the questionnaire were dissatisfied with their present compensation packages. Yet only 8 per cent wanted higher salaries, while more than half would readily accept a lower salary in return for other benefits: 47 per cent would like equity participation, and 39 per cent would like a bonus or profit sharing scheme.

Almost four-fifths considered that the concept of flexible compensation was likely to become more widely accepted in British industry. According to Etheridge, many executives felt more flexible compensation packages should go down to middle management. Several executives pointed out that larger companies could be broken into several operating units, each of which would provide its own incentives for executives and managers.

Apart from increased equity participation and profit sharing schemes, other suggestions from respondents included assistance in house purchase and transferable pension schemes. Other

surveys published earlier this year indicated that these types of benefits were infiltrating down to middle and lower management levels.

The Inbucon/AIC study, for example, showed that free medical insurance was enjoyed by 28.4 per cent of all salaried employees in its sample against 17.3 per cent in 1972. A new trend was company assistance with house purchase.

This trend is not surprising in a time of pay restraint, as managers at all levels negotiate compensations for slower rises in direct pay.

Another factor is that, according to Etheridge, the tax structure is still regarded by many top managers as penal, even though the top marginal rate of tax was reduced to 75 per cent in 1973. So the preference is for types of compensation which do not increase tax liability.

Results of the survey were compiled from 107 organisations, although questionnaires were sent out to 250. Respondents were senior managers, mainly in manufacturing and marketing. The survey was completed earlier this month and so shows how some managers feel after a year of pay restraints.

Sample %
Salary 98
Bonus/profit sharing 31
Equity participation 20
Car 81
Pension (contributory) 36
Pension (non-contributory) 34
Life insurance 55
Health insurance 37
Housing loans, etc. 7
Children's education 4

Over a quarter of the compensation packages were negotiable, either at the time of appointment or subsequently. It is here that Etheridge has clearly pinpointed a need. Companies can meet that need by being more flexible with their remuneration and tailoring a package to suit individual needs. By re-arranging the various components which go to make up a package, a company can increase remuneration to each employee at no additional cost to overheads.

Meanwhile, strides are being made in the general field of employee benefits. Last week Allied Breweries introduced comprehensive disability allowances for its 50,000 employees and Cadbury Schweppes announced proposals for its share savings scheme linked to SAYE for its 20,000 employees.

This type of scheme was part of the Finance Act 1973 and was specifically excluded from the restrictions under Stage Three. It is estimated that schemes of this type already in the pipeline would affect some 200,000 people.

INDUSTRIAL TRAINING

How the Charente helps employers

BY ELSBETH GANGUR

L. GEORGES AUDOUZE, the director of the Centre Interprofessionnel de Formation et de Promotion at Angoulême, in the Charente region of France, is prepared to "undertake the needs of development of local industry." Though it sounds bland, it is an enormous promise, because already this thriving, free-year-old training centre teaches some 80 different jobs, from sheet metal work, fitting, turning or milling to bricklaying and decorating, and from seamaking, tailoring, butchery, baking to printing, foreign languages, and commercial skills.

But in hitching this vast training enterprise, which is administered by the local Chamber of Commerce and Industry, to its quest for industrial newcomers to the area the Charente hopes to attract employers for workers who would

wants more, including foreign companies. The local population (333,000) certainly has plenty of training opportunities, in the best French tradition. There are the usual schools, but there are also fewer than nine technical colleges, an academy of arts and crafts, an adult training centre run by the Ministry of Labour, an advanced business school, as well as the "bosses' centre, as the Chamber of Commerce and Industry training centre is called locally. And it is obviously these "bosses" who can bring pressure to bear on M. Audouze to cater for the specific needs of incoming industries.

Not that M. Audouze would need to be put under pressure. Like other principals I have met in France, he, too, is a great training enthusiast. The centre was built three years ago at a cost of Fr.20m. Half of this sum came from the State, the other

half was a loan from the local Chamber of Commerce. The Fr.8m. a year it takes to run the centre includes repayment of that loan.

Last year about 2,800 trainees, full time and part time, were taught. They included 1,195 apprentices and 235 full-time adult trainees. "Not enough," said M. Audouze, whose aim it is to have 1,200 full-time students "every day." He has firm views on what is best, for instance, for apprentices. If an apprentice was to be worth something, he must get both his theoretical and practical training under one roof.

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Management News

● **ENTREPRENEURSHIP** may not be a very pretty word but to John Komives, a director of the Center for Venture Management in Milwaukee, Wisconsin, it holds the key to the continuing economic vitality of the West.

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Scrambling for money

WHEN INTEREST RATES are ruled out as positively as the high, borrowers prefer to keep their commitments as short as possible and short-term interest rates tend to rise in relation to long. Even before the Bank of England raised Bank Rate and called for further special deposits a fortnight ago, both banks and local authorities had for some time been pushing up their short-term debt—as can be seen, for example, in yesterday's official analysis of certificates of deposit issued during the past couple of weeks. In the past couple of weeks, with credit both scarcer and dearer and the oil situation obscure, this tendency may have become still more marked.

The implications of this scramble for short-term funds for the present policy of Competition and Credit Control—the spirit of which has already been considerably diluted—are at present being examined both by the authorities and by the clearing banks themselves. But there are wider implications, of considerable concern to the public in general. Mortgage rates, despite Government intervention and Government protests, have already had to be raised to 11 per cent. The rise in the investment rate which was responsible for this rise was at first successful in achieving its object, and the net inflow of funds to building societies rose from the mere £22m. of September to a more reasonable (though still relatively low) figure of £127m. in October. The inflow continued at much the same rate in November until the Government intervened to raise interest rates in general. Since then it has fallen off sharply.

Societies' dilemma

So far as building societies are concerned, the choice seems to lie—failing some development to improve their flow of funds—between leaving rates where they are, and precipitating a still steeper fall in the rate of new private house-building, and raising them to a point where many existing borrowers will be hit to an extent which may add a further threat to the success of Stage Three. Two opposing considerations must be kept in mind. In the first place, the building industry cannot hope to remain immune from the effects of a credit squeeze specifically designed to restrain demand. In the second place, it is now generally agreed—or was until a fortnight ago—that inevitable fluctuations in the housebuilding cycle should be cushioned to some extent. Consultations about possible methods of providing this cushion have already begun, informally, but it is doubtful how much the societies can do in present circumstances without some kind of outside help. Their situation, like that of many others, would be eased if the Government were to shift some of the weight of its restrictions on demand from monetary to fiscal control.

Credit control

December, when withdrawals rise to finance Christmas spending, is always a poor month for building societies. January, when the credit squeeze (unless there is some shift of policy) is likely to be tight, may not be much better. Although building society chairmen are naturally reluctant to look far forward in conditions as uncertain as these, the possibility of a further rise in investment and mortgage rates cannot be

Mr. Brezhnev offers his friendship

MR. LEONID BREZHNEV'S That is the background to the special Soviet offers of help. The Eastern bloc has for some years provided India with a growing two-way trade. The Soviet Union provided strong military and moral assistance during the Bengal crisis. Now it is offering much needed supplies of crude oil, help with oil exploration and with building steel and heavy engineering plants—all on top of the 2m. million of foodgrains supplied earlier this year.

True, there is a good payoff for the Soviet Union even if Mrs. Gandhi should fall short of promising naval facilities in India. The Indian Ocean is likely to be a vital area in the next few years and it is important to have friends in the region. The Kremlin will also be happy with India's influence on Afghanistan.

Non-aligned

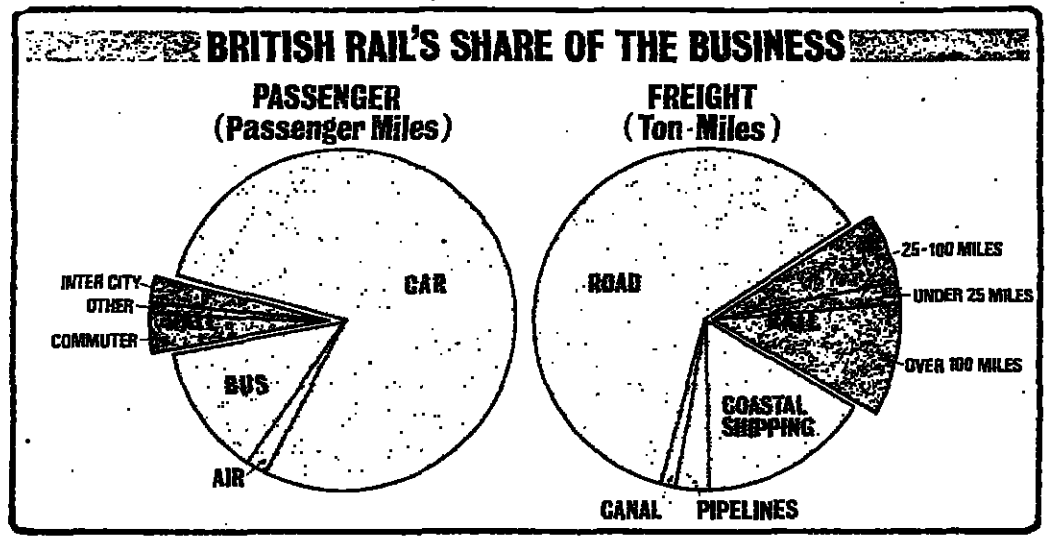
But it should be equally clear that Mrs. Gandhi is fighting hard to retain her much valued position as a leader of the non-aligned world. At a banquet for Mr. Brezhnev she went out of her way to emphasise the differences in development between the Soviet Union and India. Unless she has suddenly submitted to Soviet pressure in the last two days Mrs. Gandhi is still leading India on the difficult path of accepting aid from Mrs. Gandhi for a long Moscow while remaining outside time by supporting Pakistan its orbit.

We have just seen a total reversal of all previous rail policies, Labour or Tory. By Colin Jones

Railways become 'necessary' rather than 'commercial'



Mr. Richard Marsh, chairman of British Rail (left), and Transport Minister Mr. John Peyton.



Managerial freedom

Clearly, if this is true (and evidently the Government has come to accept that it is true), then there can only be one answer. Even if political considerations did not rule out the first alternative, of having no railway at all, it would be unthinkable at the time of an oil shortage. And the second alternative—the "necessary railway" (as distinct from the "commercial railway")—can at least be defended on social and environmental grounds.

This is a total reversal of all previous administrations' rail policies—both Labour and Conservative—and it raises a whole host of major issues. How much permanent support will British Rail now need? What effect will the new subsidies have on relations between British Rail, a theoretically free-standing public corporation, and Whitehall? What safeguards are proposed to preserve efficiency, to maintain managerial freedom and morale, and to prevent subsidised pre-cutting by the railways in highly competitive freight markets?

Will an attempt be made to quantify social and environmental benefits in particular cases—such as in deciding the future of particular passenger or freight services—and how would this be done? And how will the Government's new relationship with British Rail be squared with the rules covering 1970s.

The object, basically, is to raise the quality of existing rail services. About half of the next five years' investment will be spent on track and signalling improvements—such as continuous welded rail and colour light signalling—to improve safety, facilitate higher running speeds, and reduce maintenance and operating costs. Another third or so will go on better passenger facilities—new rolling stock and more electrification for commuter services, particularly in the London and South-East commuter area, the introduction of high-speed diesel services on at least the London-Bristol-South Wales route, further development of the Advanced Passenger Train, and eventually perhaps more main line electrification. Part of the rest will be spent on computerisation and more modern wagons for the railway's freight business, to enable heavier loads to be run at higher speeds.

But the bigger the development programme, the larger of British Rail's business. Thus, the financial support that British Rail will need. This, basically, is the reason why Mrs. Barbara Castle's attempt to draw up a viable remit for the

freight business—it would never earn enough to replace those parts which were thought, at that time, to be profitable. Like the Inter-City services and much of the train-load freight business.

The Government will therefore have to cover not only the current rate of loss—last year some £26m., after £68m. of grants for the grant-aided passenger services, £8m. for surplus track removal, and £27m. compensation for price restraint—but also most of the external finance needed for new investment. Last year this external finance covered about a quarter of the total of £137m. after allowing for depreciation provisions, asset sales, and the amount already provided in the form of deficit finance. Even if the whole of British Rail's current capital debt of some £400m. were to be written off, the savings in interest charges would only be £27m. Moreover, depreciation provisions would be reduced by about the same amount, and so therefore would British Rail's internal cash flow as its trading results deteriorated. Capital write-offs do not alter the nature of the underlying problem when a business is in commercial decline.

Mr. Peyton has made it clear repeatedly that he does not see Whitehall's proper role as looking constantly and in detail over the shoulder of the managers. It has appointed to run a business, and this week he again made the point that he wanted to limit the control his department exercises over British Rail's use of the financial support it is now to receive. But presumably some safeguards will have to be provided to ensure that the grants are no greater than necessary. The "Cooper" formula (named after the firm of accountants that devised it) may be workable in the case of the existing grant-aided services, but would it be adequate when all services are grant-aided in form or in effect?

The Government and the local authorities who contract to underwrite the grant-aided services have a say on British Rail's pricing policy. How in the future can one be certain that British Rail is making a fully competitive charge on the other services which will now be subsidised?

True, British Rail is becoming more and more a passenger business. By 1981, it reckons, about 70 per cent. of its "commercial" receipts will come from passenger fares, against about 56 per cent. in 1971. Neither the commuter nor the Inter-City services present a real problem in this respect.

The main trouble will lie on the freight side where, apart from some highly specialised traffic like merry-go-round coal trains, the railways compete directly with road transport and to some extent with pipelines and coastal shipping. The BR's rivals have harboured about the charges for some of the freight businesses—a blanket subsidies going to Ministers if they insist, incidentally, which previous Governments steadfastly resisted.

Because of this—and because, too, the present Government and its successors will want to ensure that financial aid British Rail does not even rise to unacceptable levels—attempt will sooner or later have to be made to quantify the social and environmental benefits and disadvantages of rail transport as against modes.

Clearly, this aspect has suddenly become more important in this country as a result of this week's change of direction in rail policy. Eventually, the emphasis on the social, environmental potential of railways may have to lead to a change in the way the body and may not be the appropriate form of organisation to run a "social service" or may not be necessary or wise in a corporation which has already suffered from too many re-organisations, but it is certainly more necessary to define more precisely the social and environmental implications of transport.

In the case of common movement, rail may have an overwhelming environmental case. But in freight transport, one wonders just how strong the case really is. Except for Continental traffic when the Channel Tunnel is built, distances may be too small, consignments too small, the network too limited, and access points to it too few, for rail to offer a net environmental gain by road, especially a directly with road transport and which has to begin or end in built-up areas.

MEN AND MATTERS

Instant cash for voluntary groups

The old sure with voluntary housing groups is immediate finance. Even now, when with the Government actively supporting housing associations as one solution to the problems of rented residential property, long-term finance should in time be available from local authorities or Lord Goodman's Housing Corporation, the initial snag remains: where do associations get the bridging finance to allow them to bid against others in the housing market? If they do not have access to more or less immediate cash, then the voluntary groups will only be able to buy what no one else wants.

One solution to this was illustrated yesterday by U.K. Family Housing Association announcing the success of its bid to buy a public but unquoted company, Marylebone Associated Properties. Worth something over £800,000, the bid was successful against some commercial interests. The money comes from a loan by Hambros.

The long-term finance, in this case, will come from the Greater London Council. By next April, U.K. Family Housing Association will hand over management of the 208 dwellings involved to a local voluntary group, Circle 33 Housing Trust. In short, UKFHA acts as a buying organisation for local groups, but hands on finance and management as soon as possible. To provide this service, David Bebb, ex-Shelter, has collected three prestigious City names: Hambros, which has agreed a facility of up to £10m. for such deals, charging, it says, a rate geared to the inter-bank market and one which it would demand from a "large commercial business." The bank does not

pretend it is involved for love. But it does point out that the complexities and time involved on such business are often as great as with commercial deals many times the size. So at least UKFHA is getting its banking cheaply as it is advice from Peat Marwick Mitchell as accountants and Clifford Turner, solicitors.

Bebb stresses the urgency of buying as much as possible now, to guarantee occupants fair, as opposed to "open market" rents, before property prices begin to go up again. My only regret is that by buying Marylebone Associated Properties he has cut the last link with its old name, when established by charter in 1854: The Marylebone Association for Improving the Dwellings of the Industrious Classes.

Euromen

European Banking Company, the new merchant bank set up by EBIC, one of the oldest and possibly the closest-knit of the European banking consortia, continues to buy expensive banking talent. The latest recruit under Stanislas Vassukovich ex-White Weld is James Chandler, a Briton who has been running Morgan Guaranty's Euro-clear operation in Brussels. He is to be called principal administrative officer and the significance of the appointment is not hard to see: European Banking aims to exploit a growing market in Eurosecurities of all sorts, so someone from Euro-clear, established as the clearing system for Eurobonds but now involved in many other sorts of securities, has the right experience.

Computerising Cumulus

There has been precious little excitement in the investment trust world of late beyond that generated by watching the bottom fall out of the market. Indeed, says John Smith, chairman of Cumulus Investment Trust, he has always felt that "trusts are frightfully lethargic." So it is not altogether surprising that Smith, a director of Courts, should have got together with Dr. George Coggan, an ex-Nottingham University Gov. who has Coggan's computerised investment system on Cumulus.

Birds and boobs

"How do people first learn about sex?" asks the Family Planning Association in a circular. To help us all it has produced a booklet, "A wealth of useful facts and figures, some of which I hope you will consider worthy of reproduction." We are trying. Observer

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New rules needed for the bargaining game

WHEN THE miners operate an overtime ban in defiance of government entreaties are they the business of politics or the business of industrial bargaining? The Prime Minister and his colleagues are united with Mr. Lawrence Daly and the Left-Right of the Labour Party in believing that the NUM are acting politically at this moment. The Opposition Front bench agrees with Mr. Joe Gormley and, I imagine, most of the rank and file of the union maintaining that they are simply not in the economic field. Who is right? This is no idle question, for it lies at the centre, not merely of the Government's present confrontation with the miners, but of all major industrial disputes in Britain to-day.

Moreover, it leads straight to a related problem. Assuming that we could agree upon the boundaries of the political, here are the limits of constitutional propriety? Tradition offers a ready-made answer: a union is acting properly if it is merely endeavouring to improve the conditions and wages of its members, and improperly if it is seeking to overthrow an elected Government or render it powerless. The trouble is that this answer no longer fits the facts.

Blatant

The miners' dispute is a particularly blatant example of the difficulty of accepting the conventional distinctions—and not because of anything Mr. Daly has said. It makes no difference whether he, or any, or all of the members of the union say they are trying to bring down the Government or "break phase 3." The objective fact

is that in the process of getting their money they cannot avoid damaging the economy, frustrating a central policy of the Government, and seriously undermining its ability to govern. They are therefore engaged in political action whether they like it or not.

But the difficulty does not stop there. The whole question of propriety is equally indistinct. The miners may or may not have intended to be "irresponsible," "anarchic," "unpatriotic," "revolutionary," or any of the other adjectives that have been thrown at them; but whatever their deliberate intention, it is not altogether their fault that they find themselves in this situation. The nature of modern industrial society is such that any union which does what the conventions are supposed to allow—namely use its strength and bargaining power to fight for its members' interest, narrowly conceived—is likely to find itself suddenly in this pillory.

The reason for this is sometimes held to be that the public sector is now so large that the Government is an employer in many important cases as well as a custodian of the national interest. One often hears it advanced as one of the main arguments for de-nationalisation that the demise of State industry would clear the Government of this difficulty of wearing two incompatible hats at once. There is some truth in this, but unfortunately it is not as easy as that. As Professor Finer of Manchester University points out in an interesting article in the Autumn number of "Government and Opposition," the whole capitalist economy is one in which economic



The president of the NUM, Mr. Joe Gormley (left), and the general secretary, Mr. Lawrence Daly (centre), arrive at Downing Street: "Playing politics or economics?"

management now may be considered as nothing less than "a very highly decentralised form of public administration."

This being so, any single body or pressure group which makes radical demands for a redistribution of resources in its favour, and has the power to enforce them, whether against private or public employers, must automatically be setting itself up in opposition to Government and to the will of Parliament which the Government controls (at least until the next General Election). It is no use lamenting this development, or trying to apportion blame. Politicians, trade unionists, businessmen and electors have all conspired to bring it about—the politicians because they stick to power as a fly paper sticks to flies, trade unionists and industries because they have frequently needed to

because they expect the Government to solve their problems and fulfill their expectations. The upshot is an irreversible politicisation of economic processes. Not only have the rules of the game been changed and the touchlines redrawn, but it is now no longer easy to see who are players, who referees and who are innocent bystanders.

Self evident

All participants in the mêlée naturally appeal to the old rules because, although they do not and cannot really apply, they are the only ones that anybody knows. The Government is appealing to the old rules when it implies that Phase Three is an ordinary "political" law, and that in challenging it the miners are outraging the Constitution. Mr. Anthony Wedgwood Benn is doing the same when

he spoils all that stuff about Mr. Heath attacking "fundamental democratic freedoms" and "trade union conscience" in trying to enforce a price and incomes policy upon the miners. (To do Mr. Daly justice, one never catches him talking about "conscience.")

The danger is, of course, that if this goes on long enough it will be assumed, not simply that the old rules are inapplicable, but that none are; that because the law has been shown to be ineffective here, it can be challenged anywhere; or conversely that because people wish Government to take responsibility for the economy that means that the whole panoply of state must be used to ensure that the Government is successful. What is badly needed is a new constitutional concordat, preferably implicit, enshrining some rules that, if they cannot altogether protect the players

will at least prevent damage to goal-posts and ground.

Exactly what these rules should be I do not pretend to know, nor do I think that any politician in this country or any other in the democratic West knows either. Nevertheless certain propositions seem to me to be becoming increasingly self evident:

1—If what I have argued about the politicisation of economic activity is true, then the trade unions will have to be drawn further into the semi-political activity of managing the economy—particularly as regards wages and prices. The only alternative would be to smash them, but since that is evidently beyond the political will of even a Conservative Government, and is probably impossible anyway without a revolution it is hardly a serious option.

2—The difficulty of forcing trade unions to bear some of the responsibility which their power enjoys is not to be underestimated. The task of deciding upon the size of the wages cake would be hard enough, but far more difficult would be inducing trade union leaders to take part in the invidious business of dividing it up. How one might institutionalise this process would be another conundrum, but it would have to be something more meaningful than the present NEDO consultations.

3—This kind of development is really the only way to rescue the Labour party from its present fearful predicament—that of being bound to the trade unions by ties of sentiment and finance, but having to behave like a potential adversary in order to win elections, and a real adversary in order to govern the country. Only an arrangement which creates a permanent framework of dialogue and an apportionment of responsibility between trade union and governments of all complexions, can prevent the pitiful slithering in which the wretched Mr. Wilson has had to indulge in recent weeks.

Essential

4—A vital part of any arrangement of this sort would have to be the democratisation of the trade unions themselves. The kind of responsibility that is implied cannot be exercised by bodies as unrepresentative and undemocratic as most trade unions.

5—An essential object of the whole exercise would be to rescue an important part of the economic process, if not from the politics, at least from confrontation with the constitution and the law. This implies that the

ultimate responsibility of Government and Parliament would have to be acknowledged, and this in turn means, in the case of the unions themselves, an understanding that the law will be obeyed (and, of course, that unions would refrain from urging political changes which are incompatible with parliamentary democracy). On the part of Governments it would entail the minimum use of legal sanctions in matters where bargaining and discussion is the essence of the system.

Difficult

I am aware that this kind of general generality dodges a lot of the most difficult questions. It also lays one open to charges of "sell-out." And yet, this approach is not to be swept aside so easily. It does not in fact abolish the adversary relation of governments and trade union—that is neither necessary nor desirable. What it might do, however, is to make the argument more structured, more purposeful, more responsible.

We have reached the point now where the Government can only fulfil the economic functions we have thrust upon it by staking not only its own life, but the constitution itself every time there is a crisis. This cannot be right. Sooner or later a government—not necessarily this one—is going to lose its bet and the consequences will be dire in the extreme. Some way has got to be found of easing the situation and lowering the stakes. Under modern conditions this means either breaking the power of the unions or trying far harder to harness it. Of these two the second, though extremely difficult with the constitution and the law, is certainly more easy and desirable than the first.

Labour News

Top level rail pay talks to-day

BY ROY ROGERS, LABOUR CORRESPONDENT

TOP-LEVEL pay talks for Britain's 280,000 railwaymen will take place to-day against a background of threatened industrial action both official and unofficial.

The three rail unions—the National Union of Railwaymen, the Associated Society of Locomotive Engineers and Firemen, and the Transport Salaried Staffs Association—will meet the British Rail Board in a make-or-break meeting on pay restructuring.

All three unions have rejected BR's 50m. package offer, with ASLEF, the locomotive union, rejecting the offer in its strongest terms. The NUR and TSSA have accepted a negotiated settlement within reach.

ASLEF drivers in the South and areas of Southern Region have already threatened industrial action from next Monday if there is no progress from to-day's talks, and the ASLEF executive is expected to meet early next week when it will come under considerable pressure to

call official action if talks are deadlocked.

Services affected if the SR men carry out their threat are likely to be those into Charing Cross and Cannon Street.

BR's package would give drivers basic increases of £2.45 a week from January 1 from the consolidation of bonus and mileage payments together with a £1.50 a week "skill and responsibility" payment. ASLEF's main demand is for extra improvement in the basic rate and the retention of more mileage bonus payments.

The issue could go before the industry's arbitration tribunal in the event of stalemate but the unions feel that the tribunal would be bound to be restricted by Stage Three limitations.

Whatever happens, a confrontation between the rail unions and the Government over Stage Three appears inevitable because they are hoping to have whatever emerges from the restructuring talks in addition to general annual pay increases soon to be negotiated for implementation next May.

Con-Mech final hearing date fixed

BY JOHN WYLES, LABOUR REPORTER

THE National Industrial Relations Court has fixed a date for final hearing of the unfair industrial practices complaint by Con-Mech (Engineers) of Wokinghich to the £75,000 contempt fine imposed on the Amalgamated Union of Engineering workers.

At the hearing, scheduled for December 17, the company is expected to indicate whether it will pursue its claim for a compensation award against the union because of the effects of a recognition strike by nine AUEW members.

Manpower Commission members to be named soon

BY JOHN ELLIOTT, LABOUR EDITOR

ONE OF the rejected candidates for the assistant general secretaryship of the TUC, Mr. Ken Graham, is to be appointed a lifetime member of the Manpower Services Commission by Mr. Maurice Macmillan, Secretary for Employment.

Mr. Graham is head of the TUC's organisation department, dealing generally with industrial relations. He was considered to be one of the front-runners for the post of TUC assistant general secretary which went to Mr. Norman Willis, research officer for the Transport and General Workers' Union.

This appointment, and that of the other eight members who will serve on the commission, was its chairman, Sir Denis Amos, formed permanent secretary at the Department of

Employment, is expected to be announced soon by Mr. Macmillan.

The other eight will include two from the trade unions, the man who holds the "number two" position in the TGWU, Mr. Harry Urwin, and Mr. Danny McGarvey, president of the Boiler-makers' Amalgamation.

Employer representatives will include Mr. Duncan Dewdney, a former senior executive with Esso and Rio Tinto Zinc and once a member of the Prices and Incomes Board, and Mr. Michael Bury, the CBI's director of education and training.

The Commission is to come into force on January 1, when it will take over from the Department the responsibility for employment and training services and board manpower policies.

More Labour News Page 12

Manufactured goods trade surplus down

BY OUR INDUSTRIAL STAFF

DESPITE SHARP increases in exports, most major manufacturing industries have achieved a smaller trade surplus so far this year, in value terms, than in the same period of 1972.

This is apparent from the detailed overseas trade statistics for October, published yesterday. The figures confirm the general trends which have affected the balance of payments this year. In the first ten months of 1973, the country's trade surplus in manufactured goods declined from nearly £2,000m. to about £1,500m., while the deficit on food, raw materials and fuel rose from about £3,000m. to just over £4,000m.

Most of the major exporting industries have stayed well in the black, but by a smaller amount than in the same period of last year. An exception is the electrical and electronics sector, which has gone from a surplus of £114m. to a deficit of £13m.—mainly because of the spectacular rise in imports of television sets and other consumer products. This sector has been in deficit in each of the last three months.

Car deficit

Another sector which has moved from surplus to deficit this year is "miscellaneous manufactured goods," which includes clothing and footwear, furniture, scientific instruments and a variety of other products.

TRADE BALANCE IN MAIN SECTORS

(January to October (figures in £m.))

MANUFACTURED GOODS	
	1973 1972
Chemicals	+ 314 + 349
Textiles	+ 62 + 58
Iron and Steel	+ 70 + 102
Elec. machinery	+ 13 + 114
Other machinery	+ 768 + 822
Passenger cars	+ 58 + 9
Other vehicles	+ 425 + 346

FOOD AND RAW MATERIALS	
	1973 1972
Food, animals	-1,824 -1,480
Crude materials	-1,170 -741
Fuels	-1,093 -831

This category showed a deficit of £139m. in the first ten months of this year, against a surplus of £27m. in the same period of 1972.

Passenger cars are in deficit to the tune of £55m., against a surplus of £9m. for the same period of 1972.

However, although this performance is extremely disappointing (largely the result of the U.K. manufacturers' inability to supply the domestic market with enough cars), it is more than offset by a substantially higher trade surplus in other motor vehicles and components. Thus the motor industry's overall trade surplus is actually higher than in the corresponding period of 1972.

Swan Maritime 'is going as planned'

BY JAMES McDONALD, SHIPPING CORRESPONDENT

THE SWAN HUNTER group yesterday issued a statement aimed at dispelling doubts about the arrangement made earlier this year with the Israeli-owned Maritime Fruit Carriers to build initially 24 oil tankers, worth about £120m.

The company said the arrangements between Swan Hunter and MFC, with the establishment of their joint company, Swan Maritime, are proceeding successfully and as planned.

Swan Maritime was established to follow "a unique and flexible policy suitable to meet changing market conditions," said the statement. "This policy covers both the owning and chartering by Swan Maritime (25 per cent. MFC) of ships to be constructed by Swan Hunter Shipbuilders and the sale by Swan Maritime of ships—either before, during or after their construction by Swan Hunter Shipbuilders—to independent shipowners who will provide the necessary construction finance."

Swan Maritime says the statement has already financed certain ships which will be leased or chartered by it "and negotiations have reached an advanced stage with other independent shipowners for the financing and ownership of a number of the other ships ordered by it from Swan Hunter Shipbuilders."

"The value of orders thus being processed amounts to approximately one-half the total value of Swan Maritime's orders."

The statement adds that the Board of Swan Hunter believes that "the greater part of the

Swan Maritime programme will be taken over and financed by independent shipowners."

Swan Hunter's statement stresses that even at the peak of the Swan Maritime construction schedule, their orders will not occupy more than 40 per cent. of the shipbuilding capacity of the Swan Hunter group.

The statement was made "in the best interests of their company," said a spokesman for Baring Brothers, the merchant bank advisers to Swan Hunter.

But it leaves several questions unanswered, and Sir John Hunter, chairman of the group, was unwilling yesterday to expand upon the statement. It does appear, however, that 12 to 13 ships are involved in the "processing," about 10 of them being negotiated with independent shipowners and the remainder financed by Swan Maritime.

Sir John did reveal that none of these negotiations had reached a "hard and fast" stage. They are at the latter stages where either DTI or Export Credits Guarantee Department approvals are needed.

Three of the Swan Maritime ships on order are already under construction. Two are being processed through the fabrication sheds and one—a 22,000-deadweight-ton products carrier—is already on the building berth. They are for delivery in the second half of next year.

Swan Hunter's shares rose by 8p yesterday to 128p in advance of the statement. Following the statement they rose to 131p but then fell back to close at 127p.

Dec. 22 plan to close post offices attacked

FINANCIAL TIMES REPORTER

A PLAN to close main post office counters on the afternoon of December 22 was attacked by the Post Office Users National Council yesterday.

Lord Peddie, chairman of the council, complained that post office counter opening times this Christmas were not sufficient to meet customers' needs.

He pointed out that last July the Post Office consulted the council about its plans for

Christmas postal and counter services.

At that time the plan was that main post office counters, normally closed on Saturday afternoons, would open on the two Saturdays immediately before Christmas.

Now, however, the Post Office has informed the Council that although these counters will open on the afternoon of Saturday,

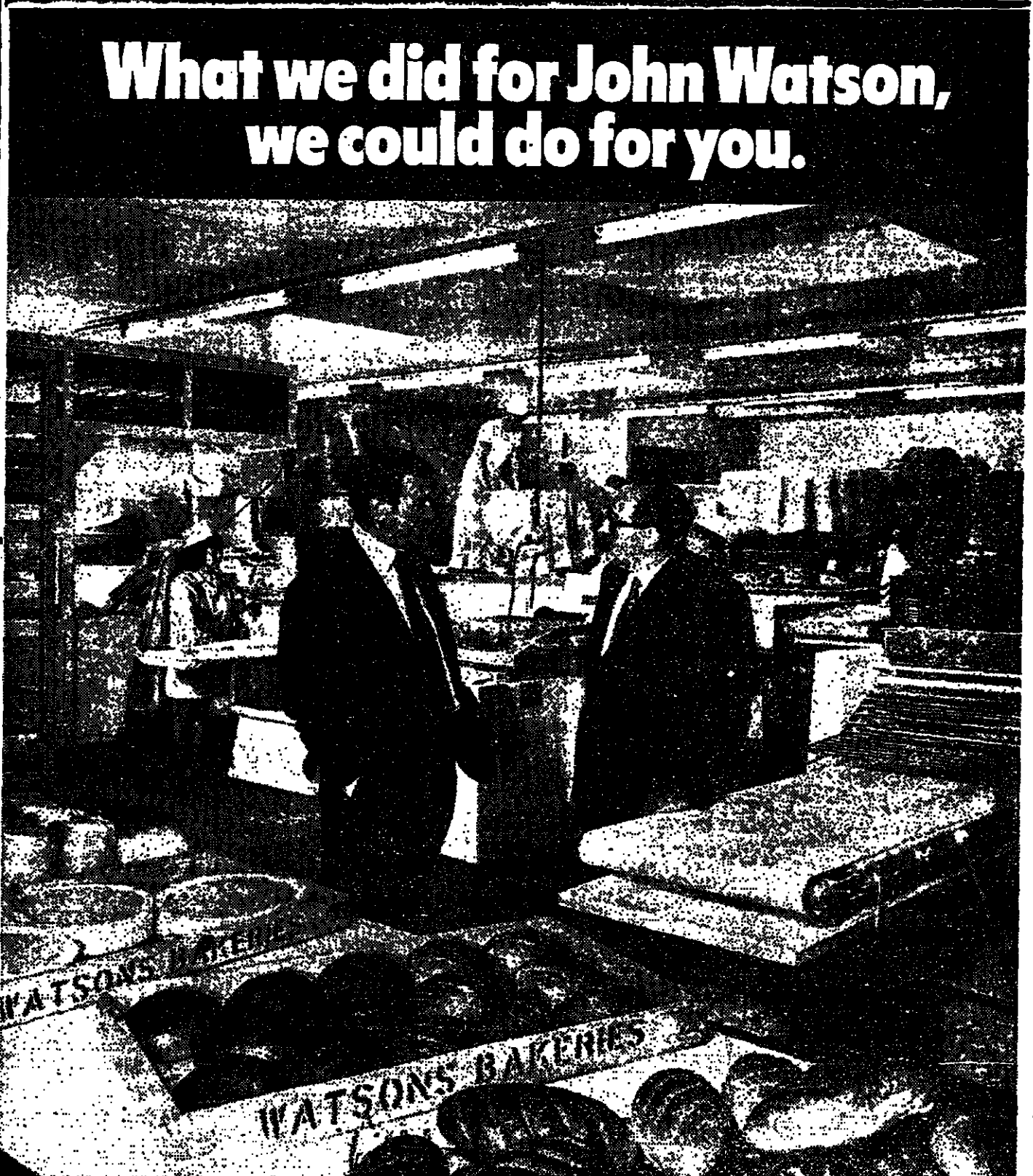
December 15, they will not open on Saturday, December 22, following "a reappraisal of the business and staffing position."

The Council does not share the Post Office's view that there will be little or no justifiable demand for counter services at this point in the pre-Christmas period.

"It is true that the recommended Christmas posting dates will be past by this time, but Christmas."

there are many other reasons why people may wish to make use of Post Office counter services—to withdraw money from National Savings Bank Accounts, to draw pensions and allowances, to buy postal orders or to carry out Giro transactions," the POUNC said yesterday.

"Nevertheless, many main post offices will not now be open on the Saturday afternoon before Christmas."



John Watson's bakery at Liversedge, Yorkshire, produce top-class cakes and bread, which are delivered to the shops the same day. The business has been expanding steadily over the years, and he recently decided it was time to streamline production by purchasing new equipment.

Watson's Bakery had always had a good relationship with Midland Bank, so naturally he turned to his local manager for help—who suggested a Midland Medium Term Loan.

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COMPANY NEWS + COMMENT

Morgan-Grampian mid-term upsurge

MAGAZINE PUBLISHING trading profits of Morgan-Grampian in the half-year ended September 30, 1973, have exceeded the total of all activities for the same period, pushing the group figure up from £496,000 to £1,338,000.

After new magazine development costs of £228,000 (£87,000 after allowing for £14,000 profit on investments sale) the pre-tax profit emerges at £1,110,000 compared with £829,000.

Regarding the second-half chairman Mr. F. J. Parsons says that despite increased costs, particularly of paper, a further increase in turnover and profit is anticipated.

During the second-half the company will receive two months of profits of the newspaper companies the sale of which, to Westminster Press, should be completed to-day.

Mr. Parsons points out that the profit record of the last five years has been achieved by launching new magazines and acquiring existing magazines capable of further development. During the six months, nine titles have been launched or acquired in the U.K., two titles in the U.S. and an active search is in progress for other publishing interests. This growth will be financed from proceeds of the sale of the newspaper companies.

The chairman also states that the property interests of the group are being actively developed and gives details of the current offer for The Invetia Investment Company. It is not intended to tie up substantial funds in property long term but to obtain the necessary finance on the security of the properties acquired.

The interim dividend is being stepped up from 2.25 to 2.50 pence, to reduce disparity. The 1972-73 total was 11.25 pence, paid on profits of £1,890,000.

IF CURRENT problems facing the country are resolved without undue upset to the economy and given a satisfactory outcome to the company's talks with the Price Commission, Sketchley should achieve the modest profit increase forecast in July, states the directors in their interim report.

In the first six months ended September 30, 1973 profits have improved from £765,000 to £1,338,000, on sales of £28.6m. (£27.7m.).

All divisions have contributed to the increased turnover, and activity in all sections continues at a high level, the directors state.

The interim dividend is raised by the permitted annual increase from 1.25p to a gross equivalent 1.32p or 25p share, leaving 3.21p gross—2.25p—£2.254p—the maximum payable as a final. The 1972-73 total was 4.33p paid on profits of £1.6m.

Morgan Grampian's recent acquisition and rationalisation programme makes any accurate assessment of its first-half profits virtually impossible, but the group appears to be maintaining the rapid profits growth seen in the previous three years. The magazine side is continuing to expand and should soon see the benefits of the nine new publications launched in the first half. The normal seasonal split of 40:60 between the first and second halves suggests minimum profits of around £2m. from the magazine

side for the full year: taking in eight months of the newspaper profits plus four months' interest (at a notional 15 per cent. per annum) on the proceeds of their sale brings the full-year target up to around £2.5m. pre-tax. This puts the shares at 132p on a net prospective p/e of 9.3, which looks on the low side—especially considering the longer-term growth prospects of the group's property development side.

The group's business is that of dry cleaners, hosiery and knitwear dyers, jersey fabric manufacturers, dyers and finishers, etc.

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Hargreaves confident outlook

GIVEN REASONABLE trading conditions profit of the Hargreaves Group for the year to March 31, 1974, should compare well with last year's £2.2m. before tax state the directors.

The group is actively pursuing investment plans which will broaden and strengthen its future growth, they add.

In the half year to September 30, 1973, pre-tax profit was £1,348,000 against £1,340,000. The interim dividend is stepped up from 1.1p to 1.15p share. £0.80p net. Previous total was 1.75p per 20p share.

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J. Lyons lifts midway profit to £5.96m.

IMPROVEMENTS in the U.K. food product group and property trading more than offset a fall in profitability of the hotel operations to lift pre-tax profit of £5.96m. to £5.96m. for the first 24 weeks of 1973.

But Mr. B. L. Salmon, chairman, says that as the cost of raw materials rises, the price control legislation is having an adverse effect on profits. Production is being depressed by serious labour shortages in the London area, and may be further affected by fuel restrictions, he adds.

	1972	1973
Turnover	186,000	181,000
Trading profit	9,747	6,463
Profit before tax	9,747	6,463
Income tax	227	122
Net profit	9,520	6,341
Operating tax	282	130
Net profit after tax	9,238	6,211
Share of dividends	128	50
Reserves	690	50
Assets	4,317	3,104
Liabilities	278	116
Net assets	4,039	2,988
Net assets per share	3.64	2.68
Net assets per share	3.64	2.68

Earnings per share for the first 24 weeks of 1973, notwithstanding the enlargement of the share base by the 1972 Rights issue, represent an increase of 4.25p over last year's corresponding earnings of 9.8p (when adjusted to reflect the increased size of corporation tax).

The chairman reports that the businesses recently acquired are largely responsible for the substantial increase in turnover. They are steadily improving and their trading profit already virtually offsets the interest on their purchase cost despite the very high prevailing interest rates, he says.

The increase in interest payable is accounted for by additional investments, coupled with the high level of interest rates. On the future, members are old that factors are bound to be reflected in the profit performance of the U.K. activities during the second half. However, the continued favourable weather in the second half of the year, together with expected further improvements in profitability of overseas acquisitions, should help redress the balance.

In the present situation and attendant uncertainties it would be imprudent to forecast any increase in the earnings per share or the whole year, the chairman comments.

The interim dividend is raised from 2.5p to 3p gross with a net payment of 2.1p. The total for 1972 was 11p gross paid on pre-tax profits of £10.23m.

See Lex

Lifeguard Assurance expansion

An all-round increase in business for the Lifeguard Assurance

Group is reported by the chairman, Sir Anthony Grover for the year to June 30, 1973.

The issue of Growth and Income Bonds by the wholly-owned subsidiary, Saveguard Assurance, contributed to the growth of the group—assets now total £40m. Ordinary long-term insurance income to £3.5m. A maximum permitted dividend of 4.1p net per share, equivalent to 6.3p (6p) is recommended on capital increased by a rights issue.

But for limitation, the increase in dividend "would have been very substantially greater," says Sir Anthony.

Statement Page 30

French Kier first half progress

FIRST HALF 1973 turnover of civil engineering construction, building and development group French Kier Holdings (formerly W.C. French) expanded from £23.7m. to £29.2m., and pre-tax profit advanced from £0.74m. to £0.97m., excluding J. L. Kier and Co.

Mr. T. J. Wignall, chairman, says it will take some time to reflect the benefit of the merger with Kier. But for the year 1973, indications are that last year's respective performances "should be maintained and could be exceeded."

Excluding Kier turnover and profit for 1973 was £23.7m. and £2.45m., respectively. An interim dividend of 1.125p net per 25p share is declared. This is equal to 1.5388p gross, compared with 0.5333p gross for a scrip issue. The 1972 gross total was equal to 2.8624p.

	1972	1973
Turnover	23,700	29,200
Profit before tax	740	970
Income tax	48	112
Net profit	692	858
Dividends	294	219
Balance	281	220

Higher costs hit Barton Transport

For the year ended September 28, 1973 Barton Transport has incurred a loss of £25,115, against a profit of £83,846. Taking into account surplus on sale of buses this time, there is a profit of £54,593.

Trading receipts came out at £2,67m. (£2.50m.) and there was an operating loss of £5,619 (profit £88,397).

The directors explain that increases in national wage awards and other operating expenditure had to be carried, but fare adjust-

ments could not be implemented until August 19.

After tax £50,310 (£31,870), net profit was £54,206 (£30,056). Earnings are given as 9.74p (11.9p). Properties have been revalued and a £224,035 surplus has been put to revaluation reserves.

Ultramar indicates £6.1m.

THIRD-QUARTER profit of Ultramar reached £1.67m., bringing the total for the nine months ended September 30, 1973, to £4.43m., against £2.6m. Total for the full year 1972 was £3.86m.

Stated earnings were 13.2p, compared with 8p per 25p stock unit. Chairman Mr. G. L. Nelson on prospects for the fourth quarter of 1973 says actions by various governments are adversely affecting the group's operations and results.

Nevertheless, because of the group's geographical diversification and broadening of operations, the financial results continue to improve and for the fourth quarter are expected to be at least as good as those for the third.

	1972	1973
Operating profit	1,670	1,670
Interest	1,217	1,107
Profit before tax	343	563
Income tax	223	406
Net profit	120	157

Analysis of operating results shows that sales of oil products (barrels per day) reached 144,000 in the three months to September 30, 1973, making 141,500 (139,500) for the nine months. Refinery throughput (barrels per day) was 115,000 (98,000 and 117,000); oil production (barrels per day) 9,700 (10,100 and 9,300); gas production (thousand cubic feet per day) 1,700 (3,500 and 10,000). Twenty-two oil and gas wells in which the group has varying interests were completed in the three months, bringing the nine months total to 28 (35).

The group sold its half interest in the Venezuelan Mercedes Company as at April 30, 1973, and its one-third interest in the Panama Refinery and related marketing as at the end of 1972. The group's Californian refinery has been leased to an independent company since March 1, 1972 and operating results do not include sales of oil products, refinery throughput, oil production and gas production attributable to these interests as from the dates of sale or lease.

KCA Drilling forecasts £50,000

First half 1973 group turnover of KCA Drilling Group (made public August 1972), amounted to £2,005,638, and pre-tax profit was £12,859 after drilling operating loss of £47,141. Tax absorbs £47,375, leaving a net loss of £34,516.

Drilling operating results continued to be affected adversely by contracts in Libya and Nigeria. The unsatisfactory contract in Libya was terminated at the end

of June and substantially improved rates were negotiated in Nigeria from September 11, 1972, returning drilling operations to profitability. But the full benefit of the changes will not be felt until 1974, says the chairman, Mr. R. H. McGill.

Other income (£80,000) which represents earnings on sales and rental of equipment is a growing part of the overall business and it is estimated that the total for the year will offset the anticipated loss from the year's drilling operations. It is expected that group pre-tax profit for 1973 will be of the order of £50,000, against £282,232 for 1971.

Tax incurred in the half year is mainly as a result of operations overseas. It is expected that such tax will amount to some £38,000 in the full year causing a post tax loss of £45,000 for the year.

Much time and money has been devoted to the creation of a U.K. based offshore drilling entity and the expansion of the National Drilling Company in Abu Dhabi. As a result of the efforts the company will shortly be announcing that it has been awarded three important contracts. In providing for this expansion direct costs were £50,000 plus a further £40,000 in design fees.

The directors intend to declare early in 1974 an interim dividend of 0.7p per 20p share—gross equivalent 1p—costing £21,000.

	1972	1973
Turnover	2,005,638	2,005,638
Trading profit	1,291	1,317
Interest	107	116
Profit before tax	139	433
Income tax	94	736
Net profit	45	1,294

Hambros expects progress

PROVIDED THERE is no further deterioration in economic circumstances Hambros earnings in the year to March 21, 1974 should not be less than those of 1972/73 when profit was £5.17m. after tax and minorities.

The directors say earnings for the six months to Sept. 30, 1973, including the results of all merchant banking activities and the share of profits of the associated companies have been at a satisfactory level compared to last year. The half year, as previously, includes no earnings from Hambro Life Assurance but this company has continued to extend its business at an encouraging rate.

Interim dividends of 15.75p net—£2.50 gross—on the £10 shares (£2.50 paid) of 15.75p net—£2.50 gross—on the fully paid 25p shares and of 2.1p net—3p gross—on the £1 'A' shares have been declared. The comparable rates last year were 13.125p net—18.75p gross—on the £10 shares, 1.3125p net—1.875p gross—on the 25p shares and 2.1p net—3p gross—on the £1 'A' shares. The increases in interim dividends on the £10 and 25p shares represent approximately four-fifths of those permitted for the year under the Government's Counter-Inflation measures. Previous totals were £1.875p on the £10 shares and 6p on the £1 shares.

Jessel Props. operating profit ahead

Operating profit of South African Jesse Properties rose from R3.67m. to R3.73m. for the six months ended August 31, 1973. But an exceptional loss of for

R300,000, arising from a reduction in compensation for the expropriation of one of the group's properties in Port Elizabeth, cuts the pre-tax profit to R3.43m.

The interim dividend is maintained at 4.5 cents. The 1972-73 total was 9.5 cents on a taxable profit of R3.20m.

Statement Page 12

Sedgwick Forbes sees £7.1m. plus

THE BOARD of Sedgwick Forbes Holdings, the international insurance brokers, is confident the profit for the year to December 31, 1973 will show an increase over the £7.1m. pre-tax of 1972, chairman Mr. P. W. Milligan says in his interim statement.

In his annual statement in March Mr. Milligan said he expected that 1973 would see the group continuing the progress made in previous years by the separate companies, Sedgwick Collins and Price Forbes.

He now says that the volume of new business "compares favourably" with previous years. But while gross income has continued to grow, the rate of increase for the current year "is likely to be less than that of the previous year, which was an outstanding year for both former groups."

The main reasons have been reductions in insurance rates in important areas of the group's business, with a consequent effect on brokerage, and—following the merger of the South African company with Associated Insurance Brokers—the reflection in the figures for 1972 of less than a full year's income from South Africa.

The interim dividend is 2.8p net—equal to 4p gross. This replaces first and second interims which would otherwise have been paid in September, 1973, and January, 1974. Last year, first and second interims totalled 3.8p gross. Total for the full year was 9.8p gross.

Mr. Milligan says that had it not been for statutory restrictions, the Board estimates it would have been able to exceed its forecast of a total dividend of "not less than 7p net a share"—10p gross—in respect of 1973.

	1972	1973
Sales proceeds	3,100.2	2,467.4
Customs duties and sales tax	57.9	57.9
Net sales proceeds	3,158.1	2,525.3
Other income	2,178.9	1,681.2
Cost of oil, etc.	96.5	117.9
Distribution, etc.	57.1	31.7
Depreciation, etc.	95.5	41.1
Income before tax	702.7	365.8
Income tax	311.6	49.7
Overseas taxation	19.1	24.9
Minorities	19.2	2.9
Net trading income	187.2	35.4

Flight Refuelling sees increase

The directors of Flight Refuelling (Holdings) state that profits for 1973 should "show an

increase" on the £121,000 group taxable figure of 1972.

Six months 1972 1973
Profit before tax 255 285
Taxation 90 81
Net profit 165 204
Investment income 125 129
Leaving 290 333

Exceptional circumstances apart, they state that the second half will match—or possibly show a slight improvement on—the £215,000 now reported for the six months to June 30, 1973.

An interim dividend of 0.888p net is declared, equal to 0.8843p gross against 0.9275p. The previous total was 2.75p.

As anticipated by the chairman in his statement the results for the first six months failed to maintain the upward trend of profits at the rate experienced in recent years.

Nevertheless, they show a small increase compared with the similar period last year and the directors now look for an increase on those for 1972.

The company is not a "close" company.

Statement Page 12

Midway rise by British Steam

ON TURNOVER up from £5.40m. to £8.85m., group profit, before tax of British Steam Specialities for the half-year to September 30, 1973, advanced from £18,000 to £437,000—some £419,000 under the figure for the previous full year.

At the time of the abortive Bestobell offer in August, the directors estimated that profits for the full year to March 31, 1974, would be not less than 25 per cent. up on the previous year's £782,387.

The Bestobell bid was followed by an offer by UBT Industries, which lapsed in September. The directors point out that the cost of the defence against the recent takeover bids will be treated in the accounts for the year as an extra-ordinary charge and has not been allowed for in arriving at the midway profit.

An interim dividend of 1.5p net is declared, equal to 2.125p gross against an equivalent 1.05p. The previous total was an adjusted 3.3p.

	1972	1973
Turnover	5,400	8,850
Profit before tax	18,000	437,000
Taxation	210	127
Net profit	17,790	310
Interim dividend	101	71
Retained	117	239

STAG LINE

In yesterday's report of the 1972-73 results of Stag Line it was incorrectly stated that Hume Holdings had a substantial share holding in the company.

It was announced on the London Stock Exchange on September 26, that Hume Holdings had advised Stag that neither Hume nor its subsidiaries had any more interest in Stag's share capital.

HERON working for the future

It's never easy to look into the future; but at Heron we try, and we try in a big way. Over 4,000 people and £140 million are committed to tomorrow.

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Heron now serve over 500,000 customers each week.

ANGLOVAAL GROUP OF COMPANIES

DECLARATION OF ORDINARY (and Participating Preference) DIVIDENDS

As published in the press on 23rd November, 1973, Anglo-Transvaal Consolidated Investment Company, Limited declared dividends payable to holders of the participating preference, ordinary and "A" ordinary shares registered in the books of that company at the close of business on 7th December, 1973.

DIVIDENDS HAVE NOW BEEN DECLARED payable to holders of ordinary shares registered in the books of certain other group companies at the close of business on 25th December, 1973, as detailed below.

The dividends are declared in the currency of the Republic of South Africa. PAYMENT from the London Office will be made in United Kingdom currency and the date for determining the rate of exchange at which the currency of the Republic will be converted into United Kingdom currency will be 10th December, 1973, in the case of shares in Anglo-Transvaal Consolidated Investment Company, Limited, and 31st December, 1973, in the case of dividends of all other undermentioned companies.

WARRANTS in payment of the dividends will be posted on or about 5th February, 1974.

THE REGISTERS OF MEMBERS of the companies will be closed as follows: Anglo-Transvaal Consolidated Investment Company, Limited—8th to 21st December, 1973, inclusive.

All other undermentioned companies—29th December, 1973, to 4th January, 1974, inclusive.

The dividends are payable SUBJECT TO CONDITIONS which can be inspected at the registered office or London office of the company.

All companies mentioned are incorporated in the Republic of South Africa.

INTERIM DIVIDENDS

NAME OF COMPANY	Class of share	Dividend number	Amount per share in South African currency	Remarks
Anglo-Transvaal Consolidated Investment Company, Limited	Participating preference	38	11.5	Being 5 cents in respect of the fixed rate of 5% per annum for the half year ending 31st December 1973 and 6.5 cents, being 50% participation in the interim dividend of 13 cents declared on the ordinary and "A" ordinary shares.
— Do. —	Ordinary and "A" ordinary	38	13	
Eastern Transvaal Consolidated Mines Limited	Ordinary	47	4	
Marshall's Consolidated Gold Mining Company Limited	Ordinary	38	30	
Zandpan Gold Mining Company Limited	Ordinary	3	8	

FINAL DIVIDENDS

NAME OF COMPANY	Class of share	Dividend number	Amount per share in South African currency	Remarks	Estimated profit after taxation and deduction of interest (where applicable)	Dividend (including preference)
Associated Manganese Mines of South Africa Limited, Ltd.	Ordinary	68	18	Final, making 38 cents for the year	3 847 000 N1	980 000
Consolidated Marchion Limited	Ordinary	58	30	Final, making 37.5 cents for the year	4743 000 N1	1 500 000
Middle Westwatersrand (Western Areas) Limited	Ordinary	39	7	Final, making 12 cents for the year	3 467 000	1 338 000

N1—Excludes non-recurring profits arising from the repayment of Euro-dollar Loans at favourable rates of exchange.

By Order of the Boards,

ANGLO-TRANSVAAL CONSOLIDATED INVESTMENT COMPANY, LIMITED

Secretaries

per: E. G. D. GORDON

Registered Office:

Anglovaal House

56 Main Street

Johannesburg

London Office:
295 Regent Street
London W1R 8ST
29th November 1973

Disputes hit Tunnel Cement's first half

TRADING PROFIT of Tunnel Cement shows a reduction from £1,579,000 to £905,000 in the 26 weeks ended September 26, 1973. Adding to this a provision of £200,000 (nil) no longer required, share of associates income up from £460,000 to £555,000 and higher interest received of £322,000 against £71,000, brings the pre-tax total up to £2,386,000, compared with £2,116,000 for the same 1972 period.

Trading profits were seriously affected by industrial disturbances which resulted in a reduction of home deliveries, the directors explain. Although total deliveries were 4 per cent up this was achieved by a substantial increase in export sales on which margins are smaller than at home.

Associated companies income includes a profit from January 1 to September 30, 1973, for Ribblesdale cementation for the first time a contribution from the Tunnel Holdings of Perth is included in both profits and turnover.

Clearly improved liquidity is reflected in the increase in interest receivable. Earnings from this source will be higher in the second half, members are told.

The problems which caused industrial unrest in the first six months appear to be "largely behind us," the directors state. However, in common with all British industry the group is faced with the possibility of an energy shortage which can affect both production and transport.

The interim dividend is raised by the total assets permitted increase—from 3p to 3.5p—equivalent 3.525p per 50p share. For 1972-73 a total of 10.5p was paid from profits of £5.13m.

Turnover group 1972-73 1973-74
Trading profit 1,579,000 905,000
Share income 460,000 555,000
Interest received 71,000 322,000
Pre-tax profit 2,116,000 2,386,000
Taxation group 282,000 280,000
Taxation assoc. 1,322,000 1,322,000
After depreciation £214,000 (£217,000)

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BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering Official Indications are not available whether dividends concerned are interim or final and the sub-division shown below is based mainly on last year's time-table.

10-DAY

Interim—Associated Garages, Great Universal Stores, Lee Cooper, Marchion, Redington, Veneta International.

Final—Crispin Foods, Devereux C. B. and Brewery Holdings, James H. Dennis, Carsons, R. C. F. Holdings, Trudale Industries.

FUTURE DATES

Associated Tooling Industries Dec. 3

Meyer (Montague L.) Dec. 13

Normand Electrical Dec. 13

Tetradec Dec. 6

Final—East Devonport Mines Dec. 13

Smallshaw (R.) Kurweur Dec. 13

S. African Land and Exploration Dec. 13

Valdec Dec. 13

Western Deep Levels Dec. 13

Final—

Smallshaw (R.) Kurweur Dec. 13

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Western Deep Levels Dec. 13

Wheway Watson well ahead

FIRST HALF pre-tax profit of Wheway Watson expanded from £72,144 to £228,298, and the directors are keeping to their forecast of an improvement for the year on the £455,000 for the year to March 31, 1973, with the major contribution coming in the second half.

They stress, however, that this is subject to the availability of raw materials and the continuity of fuel and power supplies. The business is that of chainmakers, engineers and forgers.

An interim dividend of 0.21p net per 5p share, is declared, equal to 0.5p (0.25p) gross, to reduce the difference between the interim and final dividends. The 1972-73 total was 0.6824p gross.

Turnover 2,610,833 2,528,171
Profit before tax 228,298 72,144
Taxation 113,660 38,600
Dividends 44,144 11,256

Dividends 44,144 11,256

Dividends 44,144 11,256

Dividends 44,144 11,256

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MINING NEWS

Hartebeest rings up the curtain

BY KENNETH MARSTON

THE CURTAIN is raised on the Anglo-Vaal Consolidated group's December dividend with a cheer by Hartebeest, the Anglo-Vaal Consolidated group. The Klerkskop area gold and uranium producer is increasing its interim dividend for the year to 30 cents (31.8p) from 25 cents in 1972-73 when the total reached 55 cents. It was 30 cents in 1971-72.

This rising prosperity is abating off on to Zandpass which is its mine to Hartebeest in 1972 for 2.2m. shares in the firm company. Zandpass paid a dividend of 5.5 cents in 1972-73 and followed this with 10.8 cents last June. An interim of 8 cents (8.1p) is now expected to the year to next June.

Cons. Murchison

The Anglo-Vaal group's mining-producing Consolidated Murchison, however, is paying an exciting final of 20 cents to 35 cents (22.3p) compared with the 1972 total of 25 cents. Earlier this year there had been hopes that the 1973 total could be as much as 80 cents.

These were subsequently reduced sharply in view of the firm's heavy capital expenditure and the incidence of tax. Estimated earnings for the current year amount to R4.7m. or 114 cents per share, compared with R4.7m. in 1972. Higher dividend prices have thus largely been the mine's reduced sales. The other dividends announced. Middle Wit is paid a final of 7 cents which makes total for the year of 12 cents (1.6p) compared with the 1972 total of 7 cents. The shares were up yesterday with Murchison 50p, Hartebeest 112½ and Zandpass 180p.

RCM LIFTS ITS FIRST INTERIM

The Zambian copper-producing Olan Consolidated Mines, which is 51 per cent owned by the Zambian Government, is declaring its first quarterly dividend for the current year to next June. It amounts to 20.7 newees (12.7p), which compares with 16.5 newees in the first quarter of 1972-73 when the total reached 22.3 newees.

Withholding tax at a rate of 20 per cent is now applicable to dividends declared in Zambia, but it is hoped that, as a result of a double tax agreement with the country, the rate to UK residents will be reduced to 15 per cent.

More important, however, is the fact that the external payment of dividends is subject to Zambia's exchange control restrictions, and meet its contracts by purchasing

it is not yet known exactly how these are to be applied. Non-Zambian shareholders will be advised of the effect of the tax and exchange control changes as soon as possible, it is stated.

RCM's net earnings for the September quarter amount to K19.27m. (£12.51m.) or 81 newees per share, compared with K14.4m. in the September quarter of 1972-73 when the total reached K42.13m. The shares were 20p up at 340p yesterday.

Good-bye to NBHC

PROPOSALS for the liquidation of NBHC Holdings and the distribution of its assets to shareholders were passed at yesterday's meeting. Holders will receive 55 shares in Bougainville Copper plus five shares in the Australian Mining and Smelting lead-zinc group in exchange for every five shares owned in NBHC. In addition there will be a cash payment of approximately 13 cents (9.5p) for each NBHC.

Unhappily for U.K. holders a liability for capital gains tax may arise on the difference between the price originally paid for NBHC and the combined market value of the shares to be received in Bougainville and AM and S.

NBHC now ceases to exist and dealings will begin to-day in the hitherto unquoted AM and S. According to market estimates the latter are expected to start at around 85p. Bougainville are already quoted, of course, and closed yesterday at 140p.

The Bougainville shares to be issued to NBHC holders will be dealt in "ex-NBHC" pending delivery of share certificates. These together with the cash and certificates and the cash distribution, will be despatched by mid-January.

AUSTRALIAN URANIUM PLAN

A proposal which will allow Peko Weibull and EZ Industries to use their Northern Territory uranium deposits to meet export contracts approved by the previous Government is before the Australian Cabinet, reports Michael Southern. The scheme, put forward by Minerals and Energy Minister Mr. R. F. X. Connor, was being discussed by the Cabinet yesterday.

An important part of Mr. Connor's package is that all the uranium exploration in the Northern Territory, including Pancontinental and Noranda, will have their leases renewed. It provides that Queensland Mines will meet its contracts by purchasing

and reselling uranium oxide from Peko-EZ either on a borrowing or cost plus basis.

The most significant fact about the Connor plan is that it ignores the previous suggestion that the Mary Kathleen mine be used to meet existing contracts. The Peko-Queensland Mines' swap proposal is one that has originated from Mr. Connor's office. Peko has been selected because its deposits fall outside the sensitive areas of national parks and Aboriginal reserves.

MALAYAN TWINS

In his annual statement to holders of Malaysian Tin and Southern Malaysian Tin Mr. F. G. Charlesworth comments that the average tin price to be received by the companies in the current year to June 30 will be higher than those of the preceding two years. But he feels it unwise to make more positive comment on prospects until the international outlook is clearer.

Even so, it would appear that both companies are heading for higher profits. Mr. Charlesworth states that Malayan's tin concentrate production should be above that of 1972-73 while Southern Malayan is expected to at least match its previous year's output. The respective share prices were 140p and 85p yesterday.

SLIMMA BUYS W. SUTCLIFFE

Slimma Group, the new name for the former Emu Wool Industries, has acquired William Sutcliffe, of Barnsley, part of the Belstaff International Division of the James Hackett Organisation.

Slimma, which has bought the company for £150,000 cash, has also set up a new organisation—Slimma (Yorkshire)—to administer the new venture which is expected to be the forerunner of other acquisitions.

MILES, DRUCE

Miles Druce and Co-steel stockholding and industrial services group, has taken a further step in expanding its interests in the environmental services business by acquiring a 51 per cent interest in Western Commercial Cleaning. Total cost of the deal, including an initial injection of working capital, amounts to £60,000.

This move enables Miles Druce to provide a range of heavy industrial cleaning services to many customers in Southern England. Mr. Peter Moody, the Miles Druce director responsible for environmental services, said "this acquisition forms part of our strategy to move into the fast-growing sector of heavy industrial cleaning."

BIDS AND DEALS

Hanson paying £4½m. for stake in U.S. group

BY MARGARET REID

Hanson Trust, the building and property concern, is realising its much-discussed ambition to branch out into North America through a £4.5m. (\$10.7m.) deal giving it a 24 per cent stake in the building materials group Gable Industries Inc.

The purchase will provide Hanson with its only major direct investment in the U.S. A desire to expand its activities there was a point Hanson stressed at the time of this summer's abortive £51m. bid for Bowater Corporation, which has large North American interests. The Bowater takeover plan was abandoned after its reference to the Monopolies Commission.

Mr. James Hanson, chairman of Hanson, who is in New York for negotiation of the deal, said yesterday that it was in line with Hanson's policy to invest actively in the U.S. at the present time. "We are broadening our interest as vital to maintain Hanson's advantage in the current economic climate."

Hanson is to buy 534,200 shares in Gable Industries Inc. which is quoted on the New York Stock Exchange, at \$20 (\$33p) a share from Mr. J. B. Fuqua. At the request of the New York Stock Exchange, Mr. Fuqua had already agreed to reduce his holding in Gable, since he is also chairman of Fuqua Industries, which has a Wall Street quotation.

Payment for the share purchase by Hanson, which is subject to the Bank of England consent, is to be spread over five years from 1974. It will be financed by the issue through a new Hanson U.S. subsidiary, Hanson Industries Inc., of 7 per cent loan notes payable from 1974 in five equal annual instalments.

Hanson is buying its Gable shares at well above the market price. Immediately after the news, Gable shares were quoted up at \$10½.

Gable, which incurred losses in 1969 and 1970, has been on a recovery path and in the year to June, 1972, earned £2.4m. (\$5.5m.) after tax from sales of £88m. (\$162.6m.). Earnings per share in 1972-73 were £2.40, compared with £2.16 in 1971-72 and a loss of 51 cents a share in 1969-70.

Mr. Hanson, who with Hanson's deputy chairman, Mr. Gordon White, is to join the Gable Board, with the evident prospect of a considerable voice in management, also said yesterday that Gable's philosophy and way of thinking was in tune with Hanson's.

In London, Mr. Hanson's Board colleague, Mr. Derek Roaling, said they attached great value to obtaining such a sizeable stake in a NYSE-listed company. There was no intention to increase the percentage stake now being bought. He added: "We hope to be able to support them in their

expansion plans and see enormous potential for the future."

Argyle Secs. and Cornwall Property

The Argyle Securities offers for all the Preference and Ordinary shares of Cornwall Property (Holdings) not already owned by it have now been declared unconditional and have been extended until December 12, subject only to receiving at the Argyle extra-ordinary meeting to be held to-day approval to increase the capital to permit the issue under the Ordinary offer of the new Argyle shares and 11 per cent Partly Convertible Loan stock. The cash alternative for the Ordinary offer has now closed.

Acceptances have been received in respect of 91,988 Preference shares representing approximately 92 per cent of the capital and 16,697,962 Ordinary shares which, after including the shares held prior to the announcement of the offer, represents approximately 88 per cent of the Ordinary.

There has been some opposition among holders of Cornwall Properties' 10 per cent Partly Convertible Unsecured Loan Stock to the proposed scheme through which their stock would be replaced by a holding of 11 per cent Partly Convertible Unsecured Loan stock 1983-88 of Argyle.

Criticism has centred both on the unavailability of a cash alternative for holders—who become able to convert only with yesterday's declaration that Argyle has more than 50 per cent of the Cornwall Ordinary—and the long life of the proposed replacement stock.

Opposition by holders of more than 25 per cent of the existing stock would have the effect of blocking the exchange of stock now proposed. The relevant resolution will come before an extraordinary general meeting of Cornwall at the Dorchester Hotel, London, to-day shortly after noon.

POPE & PEARSON

Pope and Pearson has sent out details of the proposed acquisitions from Coltness Group of Coltness Brickworks (now Caledonian Brick) and Ernest Abram (Brickworks) (now Fife Brick). Pope and Pearson is forecasting combined attributable profits before tax for the enlarged group for the 17 months ending December 31, 1973, of £240,000, including in the case of the two acquisitions their results for a six-month period only. On this basis, the annualised profits before tax and extraordinary items for the enlarged group would be £280,000.

The directors intend to recommend a final dividend of 1.66666p

per share gross; this and the interim dividends already paid make total dividends equivalent to 2.45416p per share for the 17-month period. Treasury has indicated that it will consent to final.

In a normal financial year and assuming annual profits before tax of £280,000, the directors would expect to recommend dividends of 2.5p net (4p gross).

As previously announced, Coltness Group owns 39 per cent of Pope and Pearson and is obliged to make an unconditional offer to acquire the remaining shares at £20p per share cash and, in addition, has agreed to acquire all the Preference shares for 60p per share cash. These offers will be made on January 2. Coltness Group has informed Pope and Pearson that it intends to retain an interest in not less than 35 per cent, and not more than 49 per cent, of the enlarged Ordinary capital.

BOOTS/FRASER

An expected statement last night from Boots giving its reaction to the references to the Monopolies Commission of the £200m House of Fraser bid was delayed while talks between the company and its banking advisers continued.

It was stressed that the hold-up was created by the need to study and discuss various documents, but did not indicate that Boots intended to change its idea of arguing the case for the takeover before the Commission.

UNILEVER

The Boards of Unilever and Gordon Armstrong announce final acceptance by Gordon Armstrong. It remains under the same management but will be brought under the operational administration of the UAC motors division of UAC International, a Unilever subsidiary, and will become closely associated with the recently acquired Robert B. Massey and Ford and Slater Holdings in the distribution of BLMC cars and commercial vehicles.

ELSWICK-HOPPER

At a special meeting of Elswick-Hopper yesterday, new Articles were adopted. The meeting was adjourned to a date to be fixed as the Board considers it is not in the best interests of Elswick-Hopper that the proposed acquisitions of Richardson and Calvert, Holderness Plough Company and Falcon Cycles should be completed on the terms specified in the letter of November 6.

Elswick-Hopper shareholders will be circulated as soon as possible with details of the revised proposals for these acquisitions which are expected to lead to a re-listing for Elswick-Hopper before the end of January.

Orme £4m. deal with M.P. Kent

Orme Developments, the housing and property concern, is stepping up its house-building side 1971. Orme is advised by Wm. further through a £4.05m. cash deal with M. P. Kent, which acting for Kent operates in a similar field.

Orme, which is headed by Mr. Peter Whitfield, and whose other chief shareholder is Mr. Bob Tanager, is buying the major part of Kent's residential house-building activities. The agreement is subject to adjustment following finalisation of accounts for the activities being acquired.

Kent, whose chairman Mr. M. P. Kent, considers that the transaction offers an ideal opportunity to accelerate the change of emphasis from house-building to commercial development and investment, in line with its stated policy. Kent's present commercial development programme has an estimated value, on completion, of more than £20m.

Orme regards the transaction as a significant step in the extension of its business by the acquisition of a substantial amount of building land in the South-West of England.

At the September annual meeting of Orme, Mr. Whitfield said the proposals, which result in Orme becoming a 64.47 per cent holding, other stockholders of that company approved of a proposal to acquire from Ocean for shares and cash its 100 per cent interest in Mansfield, a Singapore based company and the vessel "Centaur".

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FOTHERGILL & HARVEY

Reiterating the Board's advice to shareholders of Fothergill and Harvey to reject the bid from Jones Stroud (Holdings), Mr. J. A. Jordan, the chairman, says "the strong upward trend in your company's earnings and the attractive dividend yield makes your shares well placed to resist weak stock market conditions."

OCEAN TRANSPORT

At an extraordinary meeting of Straits Steamship Company yesterday in Singapore, at which Ocean Transport and Trading abstained from voting its 35.2 per cent holding, other stockholders of that company approved of a proposal to acquire from Ocean for shares and cash its 100 per cent interest in Mansfield, a Singapore based company and the vessel "Centaur".

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International Bancorp Limited

Notice of payment of interest to holders of Certificates of Participation in International Bancorp Limited—7% Debentures due 1979.

Notice is hereby given to holders of Certificates of Participation in International Bancorp Limited 7% Debentures due 1979, that interest for the period from 1st July 1973 to 31st December 1973 will be payable on and from 31st December 1973 against presentation of coupon No. 4.

Interest will be paid to bearer by cheque drawn on Bahamas Commonwealth Bank Limited, Nassau, Bahamas, on presentation of coupon No. 4.

Certificate holders should complete the docket at the foot of this notice and deliver or send it together with coupons No. 4 to: Overseas Development Bank, Share Registrar Department, Berger House, 36 Berkeley Square, London W1X 5DA, England.

30th November 1973.
Overseas Development Bank (Bahamas) Limited, Trustee.

To: OVERSEAS DEVELOPMENT BANK

Share Registrar Department,
Berger House, 36 Berkeley Square,
London W1X 5DA, England.

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The Miners and the Energy Crisis

600 more men have left the pits this week

Men are leaving Britain's pits at the rate of more than 600 a week. In the last seven months, the National Coal Board admits, more than 13,000 men have left the industry.

At that rate, close on 20,000 men will have left the pits by the end of the year.

Why?

Because wages are not attractive enough to hold the manpower in the pits. Men earn more money in far safer and healthier conditions in other industries.

The Government will not allow more to be paid. We know that they're wrong.

It has happened before.

Over the years, the N.U.M. has warned Government after Government that an energy crisis was coming and it was essential that Britain's indigenous fuels be fully exploited.

But nobody listened.

Now Britain has an energy crisis.

Last year, the National Coal Board and the Unions involved in the industry produced an energy policy. In it we said:

"Even after allowing for the full development of other fuels, the total requirement for coal and imported oil will continue to rise substantially. In view of all the difficulties envisaged for oil, we consider that as large a part of this market as possible should be supplied with coal."

We were right. Everyone knows it now...even the Government.

The energy crisis cannot be solved without an expanding and healthy coal industry. The coal's there. There will NOT be the

men to mine it if the exodus from the pits continues.

The National Coal Board's offer will not stop men walking away from the pits.

Our claim is not based on greed. It is not an attempt to run the country or kick out the Government.

We are just recognising the facts of life.

Coal is our life... it is no longer our prison



Highlights of Report and Statement by Mr. Fred Keil, Chairman.

	1973	1972	1971	1970
	£'000	(15 months) £'000	£'000	£'000
Turnover	28,123	15,002	4,868	2,821
Profit after Taxation	346	398	291	111

Our Company is now very strongly asset-based as a result of our strides in the property field. The Group is also rich in personnel. Notwithstanding inflation, I confidently predict that by the end of the current financial year we shall again report a growth in profits. We are booked well ahead on every front and we have prepared ourselves to cope with problems likely to arise during the coming winter.

Fowle have been appointed to the Board of FENCHURCH GROUP BROKERS, a subsidiary of Fen-

ce the Authority was set up.

ponding period of last year. Present expectations are that this pattern will continue for the remainder of the year and that total production for the year should at least be equal to that of the year to 30th June, 1973.

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The Property Market

Y. PETER RIDDELL

St. Alphage House to be sold by Wingate

THE MARKET rumours earlier in the autumn that Wingate Investments was thinking of selling St. Alphage House have turned out to be at least partly true with an announcement yesterday that the 20 storey tower block part of the complex to be sold by tender in January. The tower, which was built in 1962 and is in London Wall, consists of 110,000 square feet of office space plus car parking. Wingate will be retaining the rest of the complex which amounts to a further 90,000 square feet or of space round the bottom of the tower. The building is held on a ground lease lasting a further 96½ years at a fixed ground rent of £50,000 a year. The tower itself is let to several tenants to produce £238,000 a year, providing a clearly large reversionary potential. There are reviews on three floors in December 1976 and on the rest of the tower the leases expire in December 1983. The tender, which closes on January 10, is being handled by Jones Lang Wootton and Michael Laurie and partners. The immediate question is why Wingate selling since the basic attitude of most property com-

panies has been to hold on to any City long-leasehold. The answer is that the company wants the money to finance its development programme which was yesterday estimated at at least £30m. This includes the proposed office and residential scheme in Aldgate, in partnership with the British Rail Property Board and cases. This caution is underlined by an increasing concern on the property industry of the present economic situation—for example, the question of whether retailers may now be re-examining some of their expansion plans. This, plus a slower rate of growth of consumer expenditure would affect the increase of shop rate of rents. But these signs should not be exaggerated yet and the present mood is essentially one of caution rather than one of general pessimism—from the funds' point of view—given the traditional qualities of property as an inflation hedge.

London offices

It has also generally been quiet in the London letting market with a fairly low level of activity, especially in the City. Incidentally, contrary to some recent market speculation, the new Trafalgar House and Church Commissioners scheme, Leadenhall House, has not been let and is still on the market for renting, either to a single tenant or several. In the West End, there have been a number of rumours recently about office rents of over £15 a square foot being paid but this appears to be confined to a very limited area. This is put

in perspective by a letting of part of the third floor of the Berkeley Square House to J. Walter Thompson. Just under 6,000 square feet has been let for about £10 a square foot. Hillier Parker acted for the landlords while Anthony Barriman and Co. represented the tenant. The growth in the outer suburbs is, however, illustrated by the fact that Mogul Securities has just let its new 10,000 square feet office block in Harrow to Dixon's Photographic for about 24 a square foot. The scheme, carried out in conjunction with Westmoreland Properties, is in Pinner Road, near Harrow-on-the-Hill station. Letting agents were Pepper Angliss and Yarwood, Taylor Crawford and Co. and Henry Joel.

Prospects in France

THERE HAS been a lot of talk over the past year about increasing institutional interest in Continental property schemes—in particular in Paris, which I visited earlier this week—but the actual amount of investment has been relatively small apart from providing guarantees on loans borrowed by British companies from local foreign banks. Indeed it has been estimated that the total investment of U.K. institutions of U.K. insurance companies and pension funds in France is about £50m., compared with an overall U.K. stake of more than £600m.

The main names on the list are Commercial Union Properties, ICI Pension Fund, Unilever Pension Fund, Natwest Bank Pension Fund, Barclays Bank Trust Company and the Norwich Union. The comparatively small level of investment so far is not because of any lack of interest—indeed the reverse, is the case as the strong support for the

recently launched European property unit trusts shows. The problem has been obtaining property of suitable quality and there has been very little around to satisfy the pretty stringent standards of the British since there has been a limited investment market until now and the main French groups have been reluctant to sell.

This situation seems certain to change during the next year as British institutions begin to become accustomed to the French investment situation. A key factor here is the increasing involvement of the British in "co-proprietor" schemes—the traditional Continental system of flying freeholds—and one well-known U.K. fund has recently bought two floors of the Tour Maine Montparnasse on this basis. Similarly, the proposed new development controls in central Paris could lead to mixed schemes with a high residential content where the flats are sold and a split freehold situation is created in one building.

Another factor assisting institutional expansion is the current high level of interest rates which is expected to result in an increasing number of forward sales and partnership schemes. In its extensive report on the French property just published, Jones Lang Wootton anticipates that this external institutional pressure will increase and office investment yields will continue to fall. In any event investment returns have fallen from between 10 and 11 per cent. in 1969-70 to between 7 and 9 per cent. at present.

The French industrial market is also attracting an increasing amount of British interest and an estimated £30m. plus has been invested here so far this year. The estimated development returns in the Paris region are now 11 to 12 per cent. with investment yields two to three points lower. A letting market has only been created here in

the last 18 months to two years but it is evident that there is a pretty strong level of demand with Weatherall, Green and Smith, for example, reporting inquiries for 25,000 square metres of warehousing a week now.

Philippe Appert of Mackenzie Hill has estimated that the current demand for industrial and warehousing space in the Paris region is between 800,000 and 1m. square metres a year compared with 500,000 to 700,000 square metres in the autumn of 1972, and practically nothing 12 months before then. Mackenzie Hill itself has rented or sold 150,000 square metres in the last 18 months and expects to develop a further 450,000 square feet in the next year, about two-thirds in the Paris region.

There is also a much greater concentration now on the provinces both in the industrial and office fields because of the increasingly tight controls within Paris, which I will examine in more detail later. However, as Jones Lang points out, the risks are much greater outside the Paris region though they can be reduced by not undertaking large schemes and by allowing for longer than usual letting voids. One area which already appears to be in danger of an over-supply situation is Lille where there are 21 British schemes and apparently about 2m. square feet either planned or under construction.

AIP's industrial expansion

THE INDUSTRIAL expansion of Amalgamated Investment and Property on the west of London has been reported in this column several times in the last year but the company has now acquired a site in the east—the Clarnico Works in Waterdene Road in Stratford, E13. Vacant possession

will be obtained in January and AIP plans to renovate the existing multi-storey industrial space which totals 185,000 square feet. There is also 42,000 square feet of office and ancillary office space, which is relatively modern. In addition it is proposed to develop 75,000 square feet of new factory and warehousing space within the whole 6.3 acre site area. The overall scheme is expected to have a completed value of some £3.5m. The project adjoins the proposed east cross route and will be named accordingly and is also opposite the international freight terminal. This part of London has been attracting increasing interest for industrial schemes with rents moving sharply ahead. Pilcher Hershman and Partners advised AIP and Chamberlain and Willows acted for Clarnico; both will be letting agents.

In Wales, work is to start next month on a new £2.5m. industrial and distribution complex in Merthyr Tydfil, less than a mile from the town centre at Swansea Road. The project is to be undertaken by the Oldway Group, a local property company, and will consist of some 360,000 square feet of single-storey space. This will be built over an 18-month period, but not more than 125,000 square feet has already been let to a variety of tenants. Merthyr Tydfil has special development area status and Hoover has recently announced a major expansion in the town. The letting agents for the Oldway scheme are Powell and Powell, and Mr. Derek Phillips.

Other industrial news is that Richardson Developments has now built and let a total of 147,000 square feet of its 23-acre industrial estate at Acton Road, Long Eaton, in the last six months. The most recent letting involves Frederick H. Burgess, the distributor of tractors and agricultural machinery, which has taken a 45,000 square feet warehouse with offices. The final phase of 300,000 square feet

is now under construction and 100,000 square feet has been pre-let at around 55p a square foot. The estate will total 431,000 square feet and completion is due in 1974.

OUT AND ABOUT

● McInerney Properties has let its entire office scheme at Grattan Street in Dublin to the Board of Works. The rent is understood to have been in the region of £2 a square foot with a lease arranged on a long term basis. The net lettable area is 38,000 square feet with parking for 86 cars. The development is close to Merrion Square and Westland Row Station at the junction of Grattan Street and Grand Canal Street. The sole letting agent is Finnegan Menton.

● Interland Estates has a large commitment to the Yorkshire area with a current development programme of more than £15m. and the latest in its series of schemes in Leeds is a £1.25m. office project in St. Paul's Street, on the corner of East Parade, close to the new Bank of England building. It will provide 20,500 square feet on five storeys with completion expected in the middle of next year. Finance for the development has been provided entirely by the Standard Life Assurance Company and the letting agent is Weatherall Hollis and Gale.

● Another provincial office story is that construction work has now started on a new £2m. office scheme in Ipswich, in Crown Street which is being undertaken by the Graylaw Group. The project will provide a total of 87,500 square feet of offices on five floors and the building is capable of division into two separate units. Completion is expected in the summer of 1975 with Healey and Baker as the letting agent.

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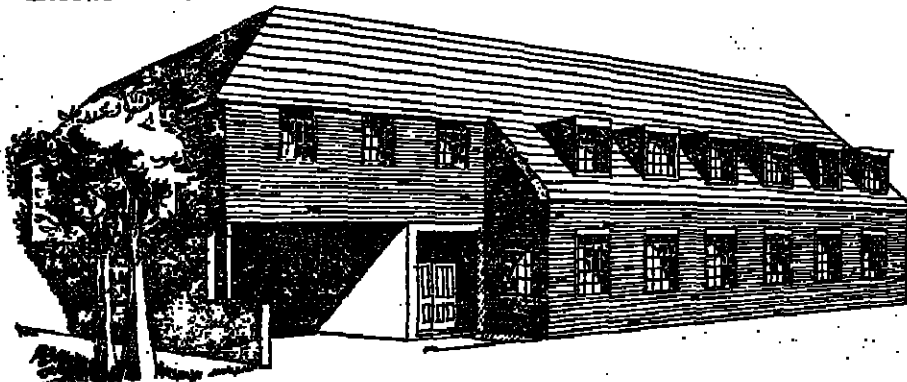
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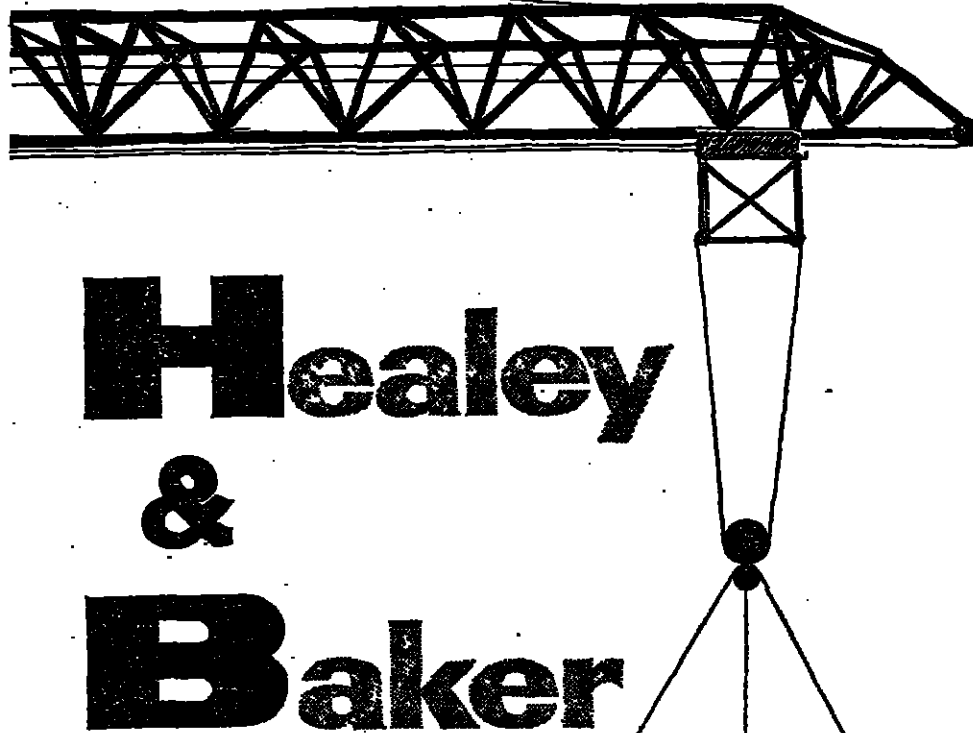
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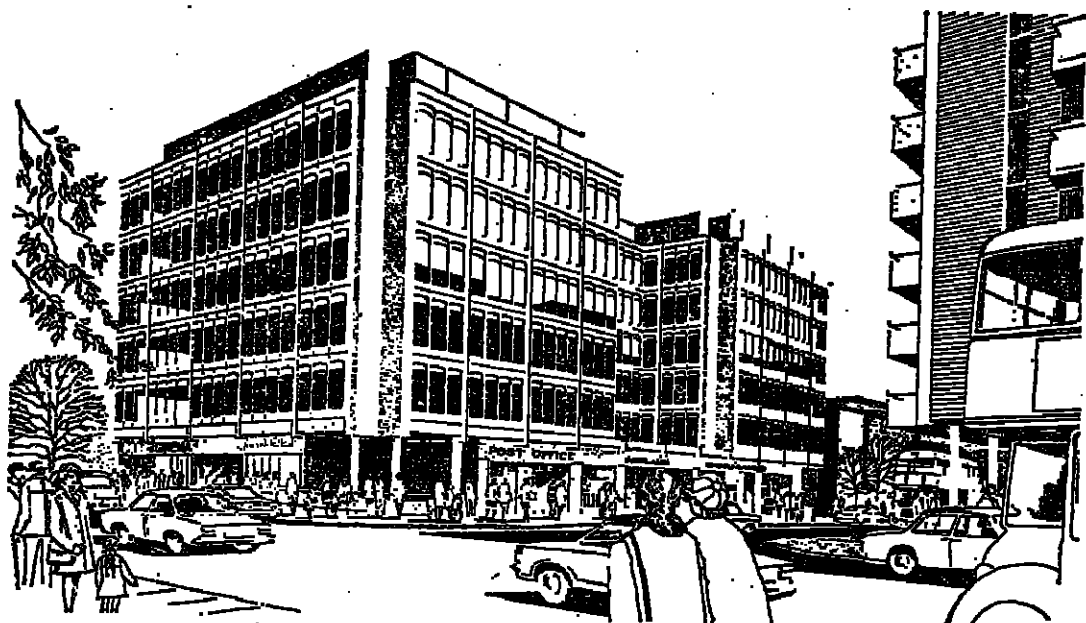
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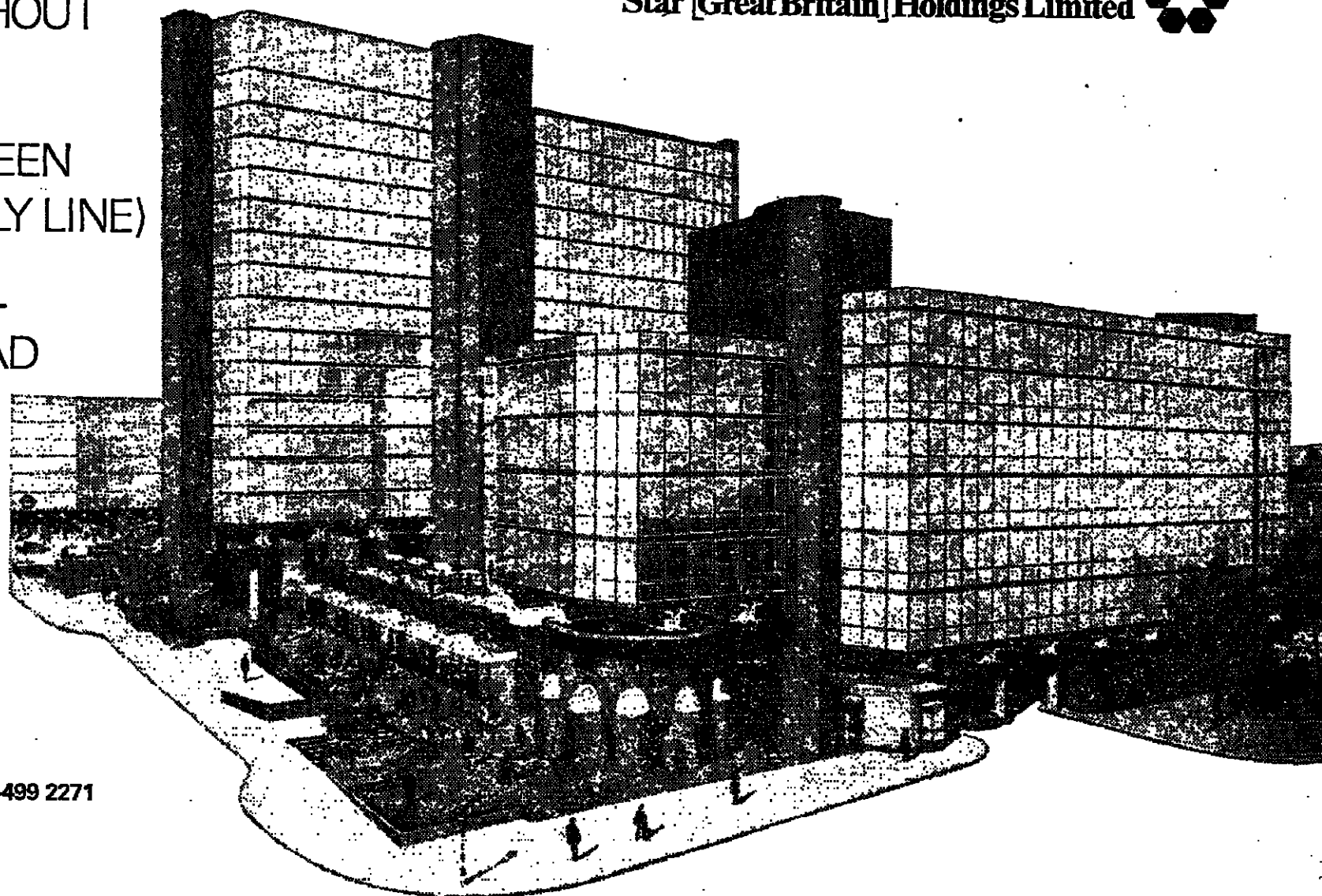
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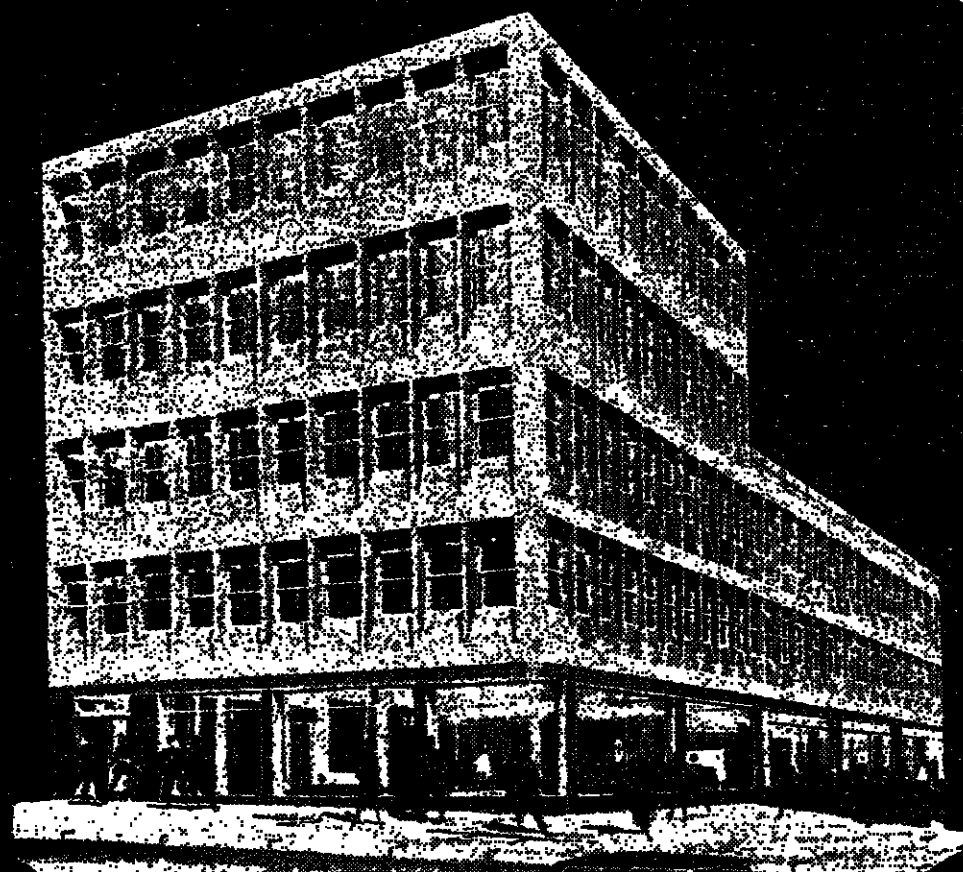


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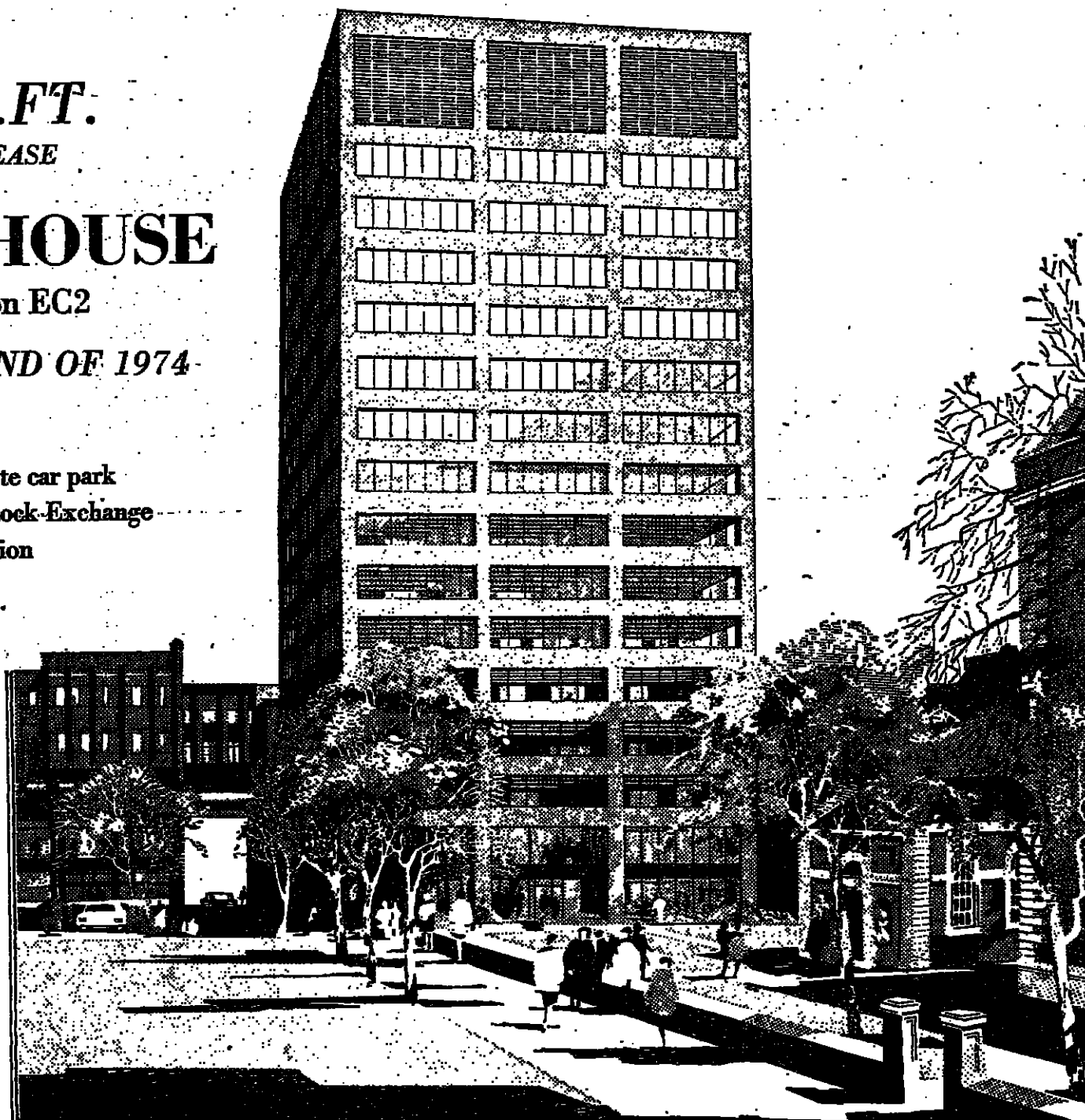
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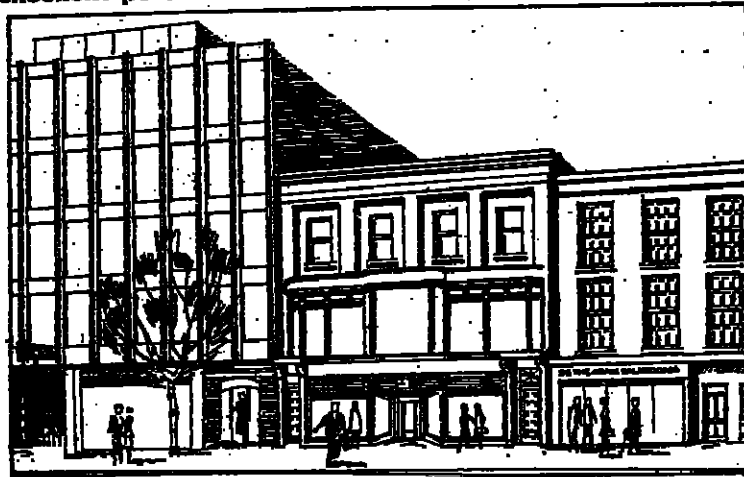
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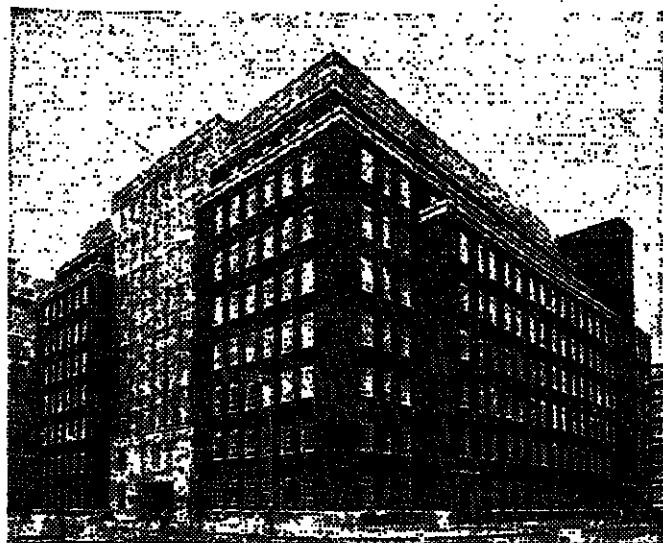
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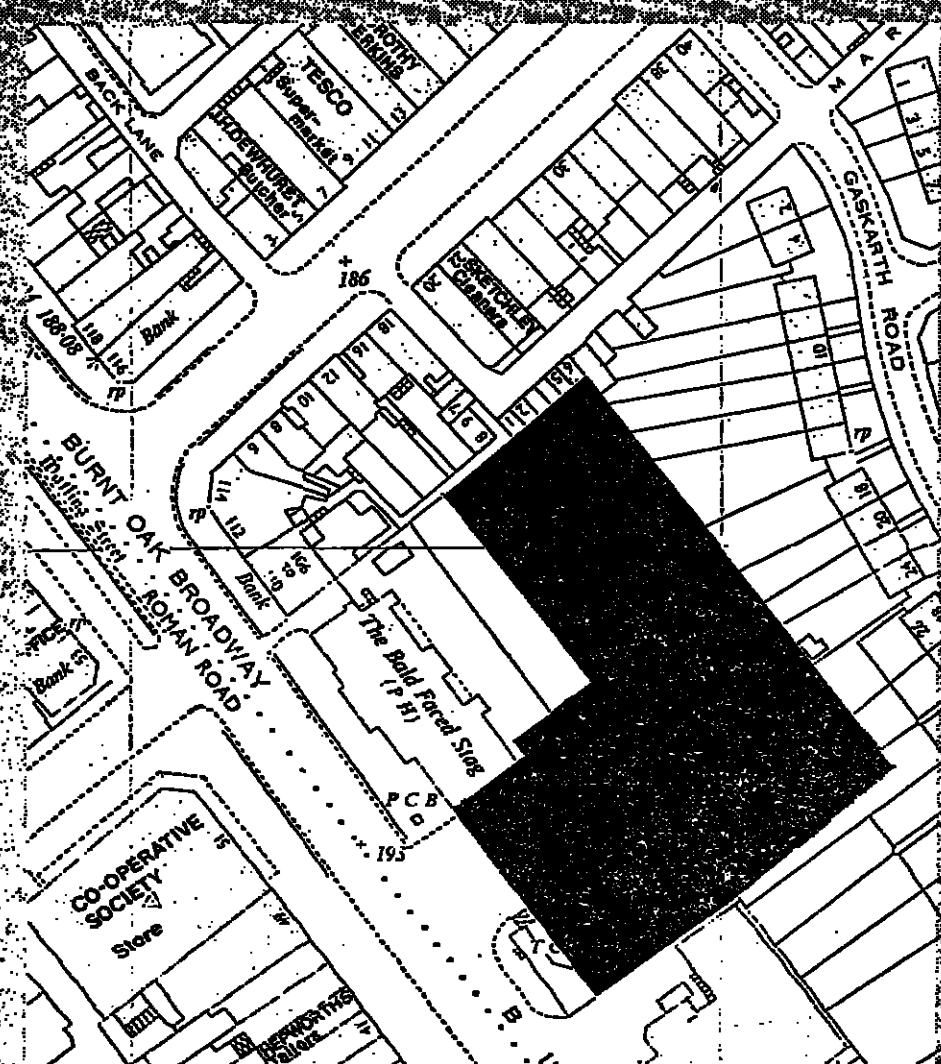
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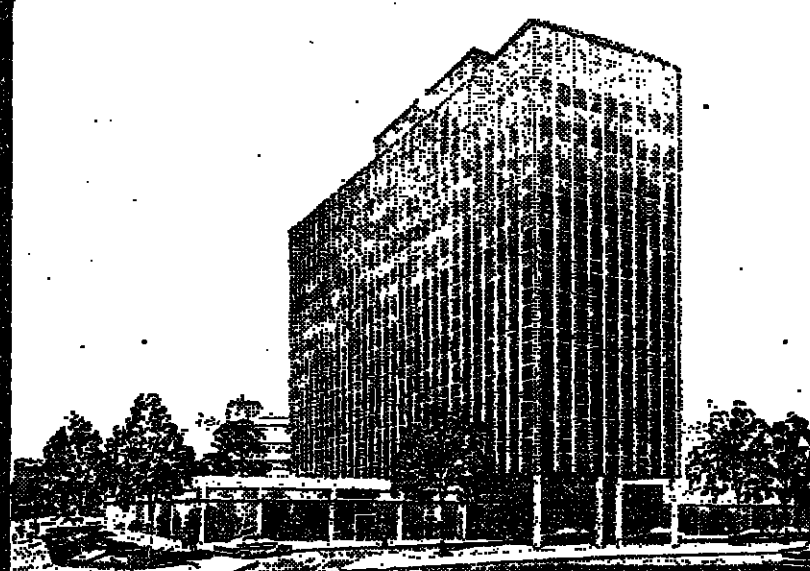
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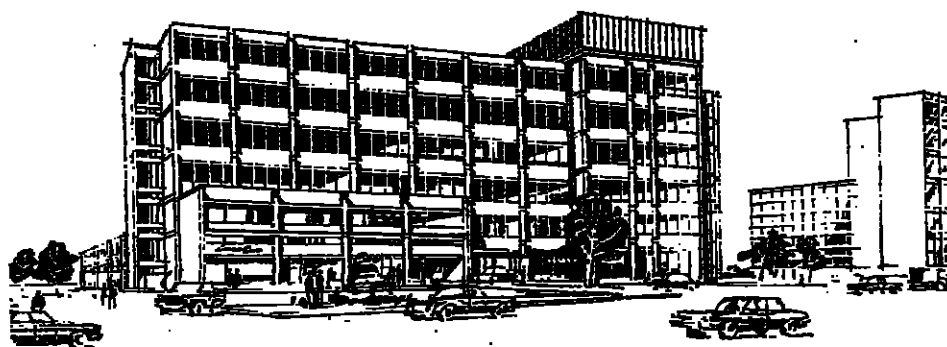
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REMINDER

THE CLOSING DATE FOR TENDERS

in respect of
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17A MARKET MEWS
16 & 18 STANNHOPE ROW
40 & 42 SHEPHERD STREET

MAYFAIR, W.1.

is **FRIDAY 7th DECEMBER 1973**
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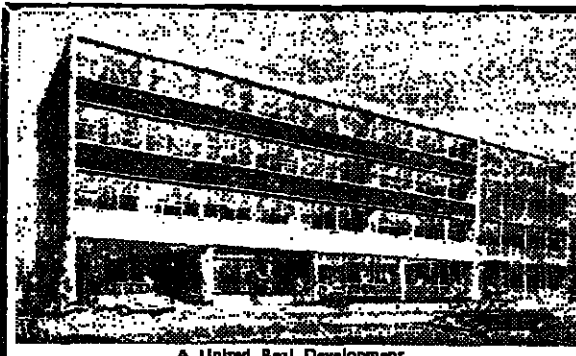
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The proposed Auction Sale of the above premises is cancelled, the property having been sold by Private Treaty.

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LAND extending to about 135

acres (partly foreshore) on the

south bank of the Firth of

Lower again on suspended peace talks Sterling improves

BY OUR WALL STREET CORRESPONDENT

A MID-AFTERNOON rally attempt was wiped out on Wall Street today and the market closed moderately lower, following a report from Cairo that Egypt had suspended peace talks with Israel. The American SE Market Value Index eased 0.01 to 94.22, but declining issues outnumbered advances by 484 to 374.

Syntex, the most active issue, moved up \$3 to \$125.1, on volume of 90,700 shares.

Coachmen Industries were down \$2 to \$21, but Galt and Oil rose \$1 to \$31.4, and Great Lakes Chemical eased \$1 to \$11.1.

Eastman Kodak lost \$1 to \$93 on lower quarterly earnings.

The Soviet Communist Party leader Leonid Brezhnev warned that without an early peace settlement and unless the consequences of Israeli aggression be eliminated a new and even more dangerous explosion may occur in the Middle East and at any moment.

Some selling was also attributable to Chief Presidential Economist Herbert Stein's warning that the energy crisis may reduce the nation's economic growth. He also said negative growth was possible in the first quarter.

IBM fell \$3 to \$266. Burroughs \$2 to \$225. Polaroid \$1 to \$80. Eastman Kodak \$1 to \$93. Galt \$1 to \$31.4, and Oil \$1 to \$31.4.

General Motors gained \$1 to \$50.4, it said industry sales will fall 10% for the 1974 model year from the 11.8m. units sold in 1973. But it ruled out any massive layoffs.

Chrysler shed \$1 to \$17.1—it is closing all production plants for short intervals.

Curtis-Wright rose \$1 to \$16. General Motors said the energy crisis would not dim GM's plan to bring out a new tanker powered car. Curtis-Wright has North American rights to Wankel.

Getty Oil moved up to \$141. Natamex \$2 to \$581. Standard Oil of Ohio \$1 to \$51. Standard Oil of California dipped \$1 to \$50.1.

Dow Chemicals picked up \$1 to \$23.1—it expects 1974 net to exceed 10 per cent. to \$2.80 to \$2.90 a share estimated for 1973.

In other chemicals, D. P. Chemical rose \$1 to \$15.1, but Allied Chemical moved ahead \$1 to \$44. Southern Co., the most active stock edged up \$1 to \$15.1.

In other utilities, D. P. Chemical rose \$1 to \$15.1, but Allied Chemical moved ahead \$1 to \$44. Southern Co., the most active stock edged up \$1 to \$15.1.

November quarter net earnings would be "down about 30 per cent. from a year earlier."

Chester System gained \$1 to \$37.1, following American Maize products revised merger terms.

MAPO closed \$1 to \$37.1, its forecast of a 50 per cent. gain in earnings this year.

Gold Mining issues again forged

lower Money Market rates were also a factor.

Leading Chemicals were up to DM2.20 higher, while Motors and Engineering gained up to DM8. Casella advanced sharply in "secondary" chemicals.

The Bond Market was mixed, with some sharp variations in the Mark Foreign Loan sector.

SWITZERLAND—Markets closed generally steady in moderately active trading.

Some firm spots included Oerlikon-Bueche, Presse-Finans and Villars Holding in Financials, National and Zurich Registered among Insurance, well known Jelmoli, Roco and Alpnauer among Industrial.

Leading Banks were well maintained.

Anticipation of the Bundesbank's decision in quiet dealings.

In the Foreign sector, Dollar stocks gained markedly by Blue Chips and Glamour stocks. Dutch International Bank, American Gold Investment closed firmer.

AMSTERDAM—Further recovery under the lead of KLM, up Fls. 2.32 at Fls. 2.82, and Philips, up Fls. 1.18 at Fls. 36.2, in Dutch International.

Van Ommen, Heineken, OCE, RSV, VNF, Bergoos and Giessen all made advance in local issues.

State Loans continued to weaken.

MILAN—Mixed in moderately active trading.

Bonds were better in fairly active trading.

Oil stocks and Shippings were barely steady. Industrials irregular, while Insurances were active.

VIENNA—Again easier.

OPPENHAGEN—Generally better in fair dealings.

TOKYO—Market continued to rally, aided by higher overnight New York advances and also a rise in London Metal Exchange prices.

Volume \$20m. (300m.) shares.

Blue Chips moved up. Sony added Y40 to Y370. Matsushita Electric Industrial rose to Y471 and Y471 at Y471.

Higher metal prices in London led to a rise in Non-Ferrous Metals, although gains were more than offset by profit-taking in other shares.

Metal were up Y11 to Y205 but Nippon Mining lost Y1 to Y287.

Some Resources related issues gained ground on speculative buying.

Tokai Y22 to Y22. Nippon Oil added Y19 to Y331—each were reported to be stepping up their search for

FOREIGN EXCHANGES

Conditions in the gold and foreign exchange markets were again active yesterday, as gold prices advanced to \$101.01, and the dollar rose to \$100.02, while the dollar was generally weaker against major currencies, and sterling recovered a modest part of the previous day's losses.

The gold price advanced to \$101.01, a gain of 10¢, to \$101.01, while the dollar rose to \$100.02, a gain of 1¢, to \$100.02.

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1915	Rate %	Day's Spread	Close
New York	71	2,376-5468	2,389-1480
Montreal	65	2,380-15465	2,373-1480
Amsterd.	7	5.41 46	5.44 46
Bombay	74	82 56 56	82.57 56
Copen gen	14	14.81 40	14.82 40
Frankfurt	7	6.15 19	6.14 19
Lisbon	Δ 85	7.50 50 50	7.50 50 50
Madrid	716	145.1-146.52	145.1-146.52
St. Paul	496	1,410-1,417	1,410-1,417
Oslo	16	15.05 27	15.05 11
Stockh.	11	16.40 68	16.51 57
Swiss Alm.	8	10.25 35 50	10.25 35
Tokyo	7	650-660	650-660
Vienna	510	44.80-45.20	44.80-45.20
Zurich	410	7.48-82	7.48-82

† Discount discounts. Δ Rate of Premium.
Discount rate. Bank given was 10%
convertible franc closing 100.00
92.50-92.50. ‡ Rates given are for com-
mercial franc. Closing discount franc
100.00-100.00. Δ Rate given are com-
mit closing discount franc 1.000-1.000.

DPK 100150

100-100000

BY C. GORDON TETHER

But in many others the improvement in their circumstances on this account is being marginally outweighed by the jump in the price of fuel and the commodities they need to buy. So any tendency for the affluent countries to start indulging the Third World less in a general way under the trade and aid agreements must make life even more trying for many of them than it is already.

The World Development Movement's Europe for the Third World week was initiated to arouse and activate support for the crusade to end the dehumanising poverty in which a large part of the world's population exists. All the signs, unhappily, point that the week will be a failure. The Channel or the other side are listening.

BY HAROLD BOLTER AND KENNETH GOODING

BY JOHN BOURNE, LOBBY EDITOR

BY DESMOND OUGLEY, LABOUR STAFF

The meeting, called by the three unions involved, voted 65 to five in favour of operating only accident and emergency services, after defeating a resolution call-

Swan Hunter

By Michael Blander

Continued from Page 1

and should they discover that the companies were helping Holland out of its troubles they would regard this as a "very serious matter."

BY MICHAEL CASSELL

Discussion

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1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

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